Trade and Industry

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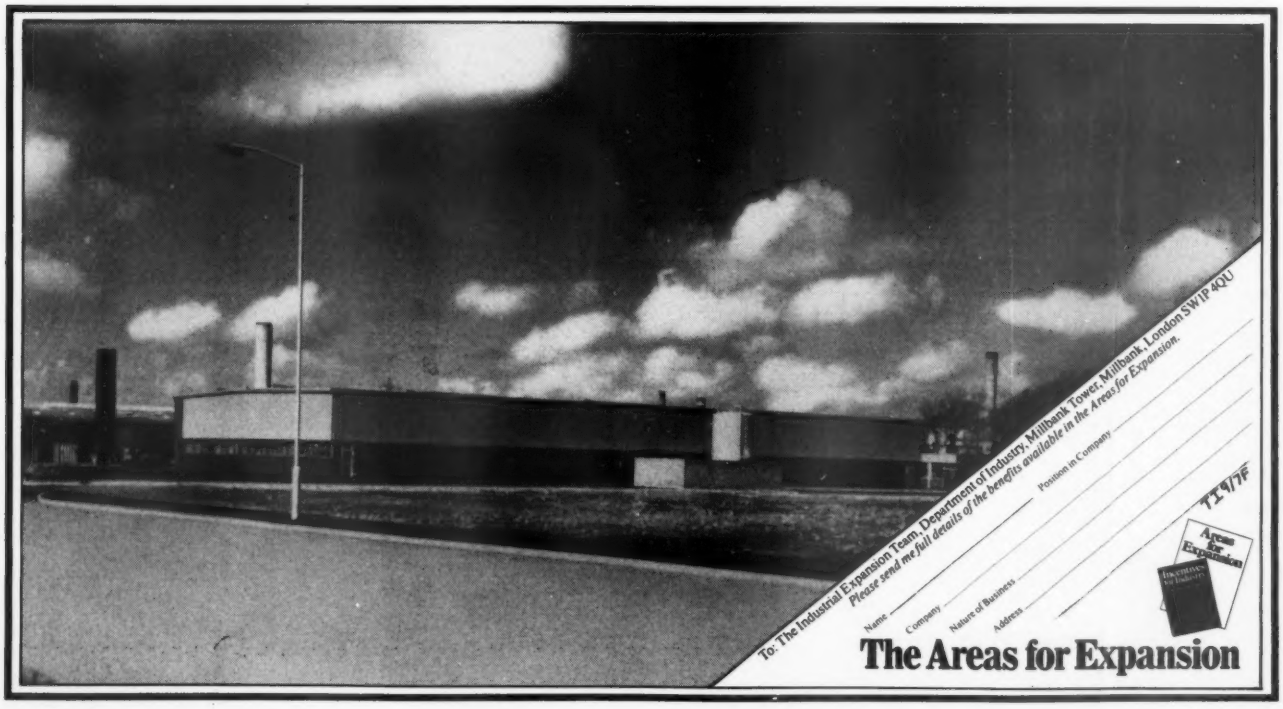
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Trade and Industry

9 July 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection

Britain's full membership of the Inter-American Development Bank begins today – opening up new opportunities for British exporters. There are two other special features this week' – Wise moves,' concerning firms which have moved to Development Areas, and 'Britain's agriculture machinery exports'.

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Editorial
Room 439, 1 Victoria Street,
London SW1H 0ET.

Editorial inquiries: 01-215 5730

Editor:	Alan Williams	01-215 5653
Deputy editor:	C. R. Kabraji	01-215 5654
Features and Technology:	Geoff Sedgwick Jennifer Clarke	01-215 5656 01-215 5074
Special Features and Promotion:	John Bentley	01-215 5655
European Community and Overseas trade:	Gillian Samuel Alex Mayne-Reid	01-215 5620 01-215 3016
Art and pictures:	Bob Priestley	01-215 3118
Circulation control:	Christine Swinyard	01-215 5021

Advertisements
T. G. Scott & Son Ltd., 1 Clement's Inn,
London WC2A 2ED

Senior advertisement representative: Colin Beadle 01-242 6264

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Home News

Eric Varley meets shipbuilding unions and organising committee

Representatives of the shipbuilding unions and of the Organising Committee for British Shipbuilders had their first meeting under the chairmanship of Eric Varley, Secretary of State for Industry, on 1 July. On 23 June, Mr. Varley invited the Confederation of Shipbuilding and Engineering Unions, and the Organising Committee for British Shipbuilders, to take part in talks with the Government on the future of the shipbuilding industry.

The main business of the meeting was to examine the UK and world shipbuilding situation. It was agreed that all parties should give further urgent consideration to the implications for the shipbuilding industry of the decline in world orders for ships and that a further meeting should be held.

Mr. Varley was accompanied by Bruce Millan, Secretary of State for Scotland, and Gerald Kaufman, Minister of State and Leslie Huckfield, Parliamentary Under-Secretary of State at the Department of Industry.

Mr. D. McGarvey, chairman of the CSEU Shipbuilding Committee, and Jack Service, general secretary of the CSEU, represented the trades unions. Sir Anthony Griffin, chairman of the Organising Committee, with his deputy Ken Griffin, were also present.

British Petroleum participation deal announced

The principles of a North Sea oil participation agreement between BP, the Government and the British National Oil Corporation were announced on 1 July by Tony Benn, Secretary of State for Energy.

Mr. Benn was answering a question in Parliament from Robert Woof (Blaydon) who asked for a statement about the progress of participation talks with BP.

Mr. Benn said:

'I am glad to be able to announce that agreement has been reached today on the principles of upstream participation by BNOC and BP interests in commercial oilfields on the UK Continental Shelf discovered under existing licences and on co-operative arrangements between BP and BNOC downstream. Her Majesty's Government and BP have affirmed their intention to maintain effective consultation in the context of these arrangements. These understandings are set out in a Memorandum of Principles, a copy of which I have placed in the Library of the House.

'Under the upstream arrangements, BNOC will have an option to take from 1 January 1977 up to 51 per cent of BP's oil from the UK Continental Shelf, net of royalty oil taken in kind. In recognition of BP's planning requirements, in 1977 and 1978 BNOC will sell back to BP's affiliates 100 per cent of option oil taken. Thereafter, if the option is exercised, BNOC will sell to BP affiliates in 1979, 1980 and 1981 a proportion of the North Sea oil taken, subject to the supply by BP to BNOC of oil to the same value from other sources and subject to a force majeure clause providing for protection of the national interest. Further arrangements beyond that date will be a commercial matter between BP and BNOC.

'Satisfactory arrangements have also been agreed whereby BNOC will hold 51 per cent of BP's interests in these fields and will have an effective voice in their operation.

'Downstream, BNOC and BP will seek to establish a long term basis for collaboration. BP oil will provide training facilities for BNOC staff and a non-voting presence for BNOC in its refining and marketing counsels so long as BNOC does not operate downstream in the UK independently or in joint ventures with other companies.

'These understandings make a significant contribution to the establishment of BNOC as a major force in UK oil operations, and afford a basis for co-operation between BNOC and BP to their mutual advantage. Within this same spirit, Her Majesty's Government and BP will maintain full consultation on matters of mutual concern.

'I hope similar arrangements for consultation will be included in participation agreements with other companies with major interests on the UK continental shelf.'

Lonrho Ltd.

The findings of the Inspector's Report on Lonrho Ltd. were published on 6 July by the Department of Trade. The Secretary of State decided it was in the public interest to publish the report, as provided for in Section 168, Companies Act 1948.

Lonrho Ltd. – Investigation under Section 165 (b) of the Companies Act 1948, report by Allan Heyman and Sir William Slimmings, is available from HMSO, £13.20 net.

Sugar goes metric – with safeguards

A continuous review of the effect of metrication on retail prices will begin when sugar appears in metric packs this month as one of the Government measures to protect consumers during the changeover.

Replying to a Parliamentary Question from Mrs. Helene Hayman (Welwyn and Hatfield), John Fraser, Minister of State for Prices and Consumer Protection, said:

'Metric packs of granulated sugar will start to appear in shops from now on and they should be generally on sale by the end of August, although imperial packs will not finally disappear until some time later. The new packs will have to be distinctively marked with the words "Metric Pack" and to be marked in both metric and imperial. For example, the 1kg pack will be marked 1kg 2.2 lb. Industry also intend to mark packs with helpful information on metrication. Metrication will not lead to any increase in the unit price but prices will in some cases need to be rounded to the nearest halfpenny.

'UK refiners have told me they will marginally round down their prices when they go metric. I hope retailers will do the same and I have no doubt that many retailers will find it necessary for competitive reasons to do so. I shall be asking the Retail Consortium to draw this statement to the attention of its members.

'The Government was concerned lest there was a rise in the retail price of sugar during the early stages of the metric changeover, arising from the EEC sugar intervention price. However, as announced by my Rt. Hon. Friend the Minister of Agriculture on 1 July this is only one of the factors affecting price and the refiners expect to hold their present prices until at least the end of August, even though the increase in EEC intervention price takes affect from 1 July.

'Finally the Government has now made a reference to the Price Commission requiring it to keep under continuous review the effect of metrication on retail prices. This general reference has been made at the present time with sugar specifically in mind, though it will of course be a continuing reference under which the prices of other products can be reviewed as the changeover to metric quantities proceeds.'

Radiochemical Centre: £5 million for new plant in Cardiff

The Government is to provide £5 million additional capital for the Radiochemical Centre Ltd. to fund the building and development of a new manufacturing plant in Cardiff, Tony Benn, Secretary of State for Energy, announced last week.

Answering a Parliamentary Question from Ian Campbell, (West Dunbartonshire), Mr. Benn said: 'The Government have decided to provide £5 million additional capital for this company, of which £2 million will be made available in the current financial year and £3 million in 1977/78.

'It will be provided through the issue of further shares to be taken up by the Atomic Energy Authority.

'The expenditure in 1976/77 will be met within the existing Public Expenditure provision by offsetting savings from two Votes: Class IV 6 and 8.

'There will be a switch between the relevant cash limits blocks. Thus cash block DEN2 is increased to £125.4 million and DEN3 is reduced to £47.7 million.

'Expenditure in 1977/78 also will be met from the White Paper total.

'The extra capital is required to support the Radiochemical Centre's planned expansion programme and in particular the construction and development of a new manufacturing facility at Cardiff.'

The Radiochemical Centre Ltd., which is engaged in the manufacturing, processing, procuring and marketing of radioactive isotopes for medical and other purposes, is a company wholly owned by the Government. The shares of the company are held by the United Kingdom Atomic Energy Authority on the Government's behalf.

Currently, about two-thirds of its sales are abroad, and the company is a three-times winner of the Queen's Award to Industry.

When fully developed, the new facility at Cardiff should provide about 1,000 new jobs in this development area, 500 of them by 1980.

Another four advance factories in the north west

The English Industrial Estates Corporation has announced that work has been started on another four advance factories for the Department of Industry in North West England.

On the Knowsley Industrial Estate, Liverpool, a block of four terrace units totalling 900m² (10,000 ft²) and a 1,350m² (15,000 ft²) factory are being built by Norwest Construction (Building) Ltd. under a contract worth about £275,000. Architects for the project are the Gilling Dod Partnership of Liverpool and the Quantity Surveyors are Turner and Townsend of Manchester. The premises should be ready for occupation by January 1977.

Two factories, one of 900m² (10,000 ft²) and the other of 1,350m² (15,000 ft²) are being built at New Chester Road, Bromborough, by F. and F. S. White Ltd. of Newton-le-Willows under a contract worth about £278,000. Architects for this project are Associated Design Consultants and the quantity surveyors are E. C. Harris and Partners, both of Liverpool. These units should be ready for occupation by March 1977.

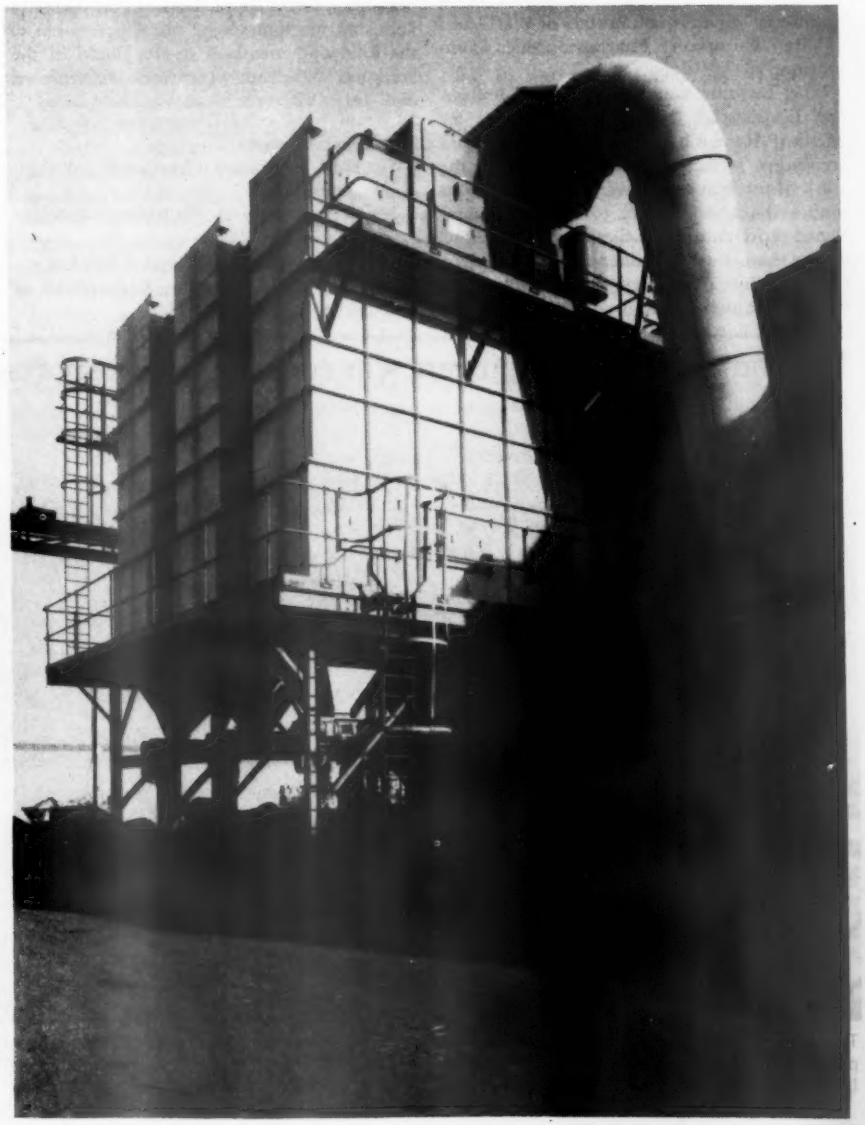
Clearance of merger proposal

Shirley Williams, Secretary of State for Prices and Consumer Protection has decided, on the information at present before her not to refer the following proposed merger to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Welfare Insurance Co. Ltd. and Keith and Henderson Ltd.

New fume control installation at Crawley steel foundry

Three-compartment HT3 bag filter manufactured by Midac Dust Control, Birmingham, handling 44,000cfm of air laden with metallic fumes at the works of APV Paramount Ltd., Crawley. The new fume control installation has been installed recently. The installation serves a 2½-ton electric arc furnace used for melting corrosion and heat resisting steels and two 3-ton APV Paralec coreless induction furnaces.



National Biological Standards Board set up

The new National Biological Standards Board took over responsibility from the Medical Research Council on 1 July for the management of the National Institute for Biological Standards and Control, under the terms of the Biological Standards Act 1975.

The Institute is responsible for the control on behalf of the Health Ministers of the United Kingdom of a number of biological substances used in medicine which pose special hazards and problems of standardisation. These include vaccines, hormones, sera, blood products and antibiotics. The Institute is also a WHO International Laboratory and scientists from the Institute serve on a number of scientific committees of WHO and of the European Pharmacopoeia Commission.

The Institute was formed in 1973 from two Divisions of the National Institute for Medical Research and in view of the increasingly service-orientated nature of the work of the Institute it was felt right that its management should pass to an independent Board representative of these service interests rather than continue under the management of the Council. However, the research traditions of the two divisions will be maintained under the new arrangements and the Institute will carry out research work, particularly that related to standardisation and control.

The Board is appointed by the Health Ministers of the United Kingdom, and is chaired by Viscount Sandon. Membership, includes outside experts well acquainted with the work of the Board, members of the medical staff of the Health Departments and the Director and two members of the staff of the Institute. The Institute is located in the premises at Hampstead which were the original home of the National Institute for Medical Research. Its budget for 1976/77 will be around £1½ million, and the staff about 200.

There will be five divisions, dealing with viral products, bacterial products, hormones, blood products and antibiotics: a laboratory dealing with allergens; and supporting sections for animals, standard processing, chemistry and statistics.

Official appointments

National Maritime Institute. Gerald Kaufman, Minister of State, Department of Industry, has announced the appointment of the following members to the Board of the National Maritime Institute – inaugurated on 1 July 1976:

Industrial members

Dr. K. R. Chapman, Cammell Laird Shipbuilders Ltd.
Mr. J. A. Derrington, Sir Robert McAlpine and Sons Ltd.
Mr. R. Maybourn, BP Tanker Co. Ltd.
Captain M. B. Wingate, Corporation of Trinity House, London.

Official members

Mr. J. P. Gibson, Department of Energy.
Mr. D. MacIver Robinson, Department of Trade.
Mr. H. G. R. Robinson, Department of Industry.

The Board, under the chairmanship of Sir Ieuan Maddock, the Department's Chief Scientist, has been set up to determine the balance of the Institute's work programme and to ensure that the Institute meets the needs of its customers.

Shirley Williams, Secretary of State for Prices and Consumer Protection, has announced the following appointments:

Metrication Board. James Maxwell Wood, OBE, has been appointed deputy chairman. Mr. Wood's appointment is expected to be for three years. He succeeds Baroness White, who has taken up another public appointment.

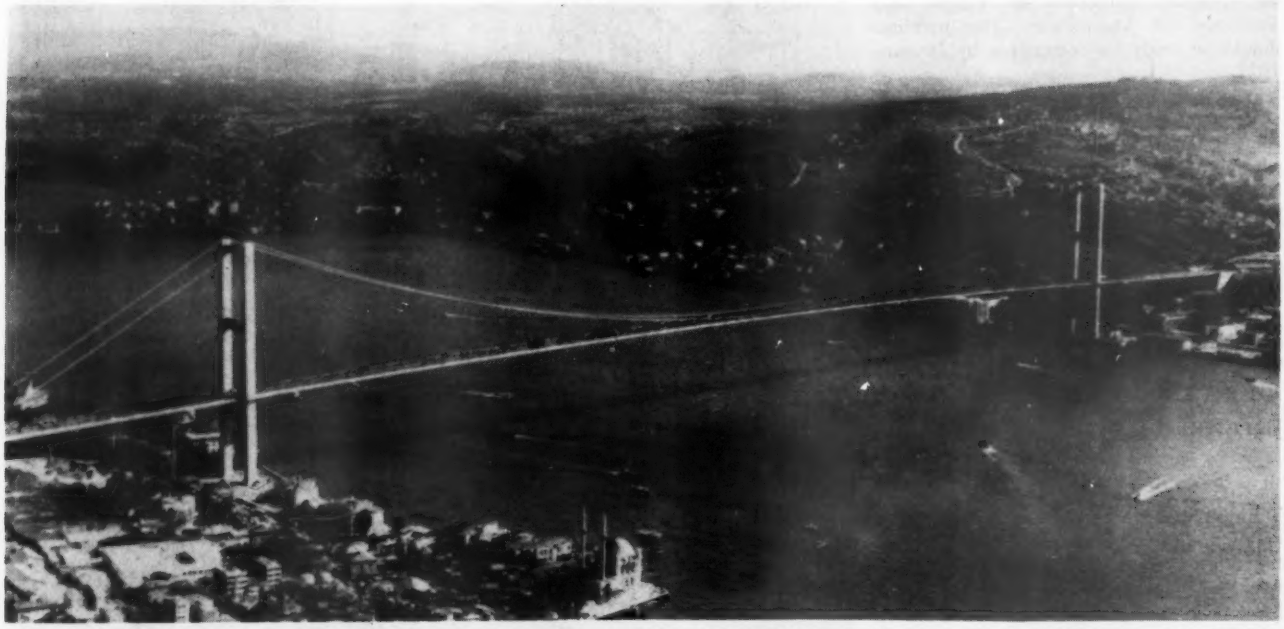
Monopolies and Mergers Commission. The following members have been reappointed for a further period of three years:

Mr. G. F. Ashford, OBE
Sir Dallas Bernard, BT.
Dr. F. E. Jones, MBE, FRS
Mr. R. G. Opie, CBE
Mr. S. A. Robinson
Mr. J. S. Sadler
Miss R. Stephen, MBE
Professor H. Street, LLM, PhD, FBA.

East Midlands Electricity Consultative Council. Mrs. W. Green, Mrs. J. Johnson, Mrs. R. Underwood and Councillor R. E. Warwick are appointed as members until 30 November 1978.

Merseyside and North Wales Electricity Consultative Council. Councillor Mrs. M. Miney and Mrs. H. Owen are appointed as members until 31 March 1978.

London consulting engineers win contract for Bosporus Bridge study



Traffic between Europe and the East across the Bosporus is growing so rapidly that it has outstripped all forecasts. The Turkish Government is already planning a second crossing – just three years after completion of the first – and have appointed Freeman Fox and Partners, consulting engineers of London who designed the present Bosporus Bridge, to undertake a feasibility and engineering study.

Invisibles' surplus doubles in five years . . .

Last year, the UK's private invisible income reached £10,000 million for the first time – equal to about 35 per cent of this country's total foreign income. And, said chairman Sir Francis Sandilands in the Committee on Invisible Exports annual report published on 5 July, after allowing for corresponding payments for foreign services, last year's net private surplus was – at £3,070 million – double the surplus of five years ago.

'With a continuing visible trade deficit,' he said, 'the invisible contribution remains vital'.

Summarising the prospects for 1976 (see below), Sir Francis said, 'The construction industries predict the sharpest rise in earnings, but tourism and the insurance industry generally are also expecting marked increases. A predicted decline in the volume of world share trading is expected to lead to a small fall in the overseas earnings of the Stock Exchange.'

Britain continues to be the second most important invisible exporter in the world, and to enhance this position the committee has made promotion overseas a high priority.

Denis Healey, the Chancellor of the Exchequer, led an important COIE conference in Tehran last October and in the following month the Governor of the Bank of England led a similar COIE mission to Caracas. He also led a COIE mission to Tokyo in May.

In the long term, said Sir Francis, these exercises were undoubtedly worthwhile. 'The immediate results can be more difficult to assess, though there is often a quick response.' As a direct result of the visit to Caracas the committee welcomed a group of nine leading Venezuelan bankers to the City last month. A similar inward mission of 15 bankers from the Republic of Korea came to the City in September last year. This year, other inward missions are planned from Tehran and several European centres.

'It is most encouraging that the invisible surplus should have doubled in each five-year period since the committee began its existence 10 years ago. The committee, which I am now glad to have rejoined as chairman, cannot claim responsibility for the efforts of thousands of invisible exporters up and down the country. They have done the work which has earned the foreign income. But I believe the committee has done its best to draw attention to these efforts and to get support for them from the Government.'

and looks like growing by 14 per cent in 1976

The Committee on Invisible Exports has completed its fifth annual survey into the prospects for invisible earnings.

The results indicate that the *net* overseas earnings of the major service industries should grow by 14 per cent in 1976 on 1975. This growth in the net surplus (that is gross invisible earnings minus gross invisible payments) results partly from an overall increase in the volume of business, reflecting the general upturn in world trade, partly from price rises and partly from the effect of the fall in value of sterling.

The Export Group for the Constructional Industries predict the sharpest rise in invisible earnings, mainly on account of increased business in the Middle East; but higher prices and a general increase in the volume of business, partly through movement in the exchange rate, will also contribute to the increase in earnings. An increase in the industries' share of the world market is expected. The consulting engineers expect an increase in the volume of business (roughly in line with world business in this sector); this increase is expected to contribute more to the rise in earnings than higher prices. As last year, much of the increase in business will come from the Middle East.

The insurance industry generally is expecting a marked increase. The clearing banks and the overseas banks also expect their earnings to grow significantly, and to increase their industry's share of the world market.

Once again, tourism is expected to grow considerably. The number of incoming tourists will increase by up to 10 per cent in 1976 and this, coupled with an increase in UK domestic prices and greater incentive to visitors to spend, because of the fall in the value of sterling, will increase earnings. Similarly, earnings of airlines will increase largely on account of the fall in the value of sterling, but a significant increase in the volume is also expected; British airlines should maintain their share of world international air traffic.

The fall in the value of sterling will account for some of the rise in earnings in the shipping industry, but small increases in both volume and freight rates are also expected. International seaborne trade is expected to rise by between 5 per cent and 10 per cent.

The increase in the volume of goods handled, particularly because of the result of the fall in the value of sterling, is expected to be a more important influence on the earnings of export houses, rather than higher prices. The volume of world business in this sector is only expected to rise slightly.

A predicted decline in the volume of world share trading, and the effect on the London market of the 25 per cent surrender of the dollar premium on the sale of overseas securities, are expected to lead to a small fall in the overseas earnings of the Stock Exchange.

Constraints on earnings identified by the survey include, in addition to political uncertainties in certain parts of the world, some expectations that a decline in overseas confidence in the UK could lead to business being placed elsewhere. The relatively high rate of inflation in the UK is still considered by many respondents to make them less competitive, and high tax rates are regarded as a disincentive to the expansion of business.

The Middle East and North Africa stand out, as last year, as the major growth areas in 1976: almost all groups with business in this area expect earnings to expand. Prospects in North America are generally much brighter than last year, largely on account of the general increase in economic activity. The EEC should provide increased earnings for several industries.

Essential role for Gatwick in national airport strategy

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, said on Tuesday that we had to make full use of our national resources, and that accordingly the Government was committed to the development of Gatwick Airport as an integral part of its national airport strategy.

Addressing a lunch given by airline public relations officers in London Mr. Clinton Davis said:

'BAA's current investment programme at Gatwick will, when it is completed in 1978, allow the airport to handle 16 million passengers annually – over 10 million more than in 1973.

'Heathrow will remain the principal UK airport for the foreseeable future, but the Government is committed to promoting the build-up of traffic at Gatwick, particularly of scheduled and connecting services.'

Mr. Clinton Davis said that a consultative report on regional airports was published two weeks ago. 'The consultation period will last six months and I hope that everyone concerned will take full advantage of the opportunity to influence policy during this time.'

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Consumer Credit Act 1974: termination of licences regulations

Under the Consumer Credit Act 1974 everyone carrying on a consumer credit business, consumer hire business or ancillary credit business will require a licence from the Director General of Fair Trading. Under Section 37(1) of the Act, a licence will terminate if the licensee dies, goes bankrupt or becomes a mental patient.

The Consumer Credit (Termination of Licences) Regulations 1976*, published on Monday, set out certain other events on the occurrence of which licences will terminate. An example is the approval by the Court of a composition or scheme of arrangement under the Bankruptcy Act 1914, under which the licensed business is assigned to a trustee. However, the regulations defer the termination of the licence, whether by Section 37(1) of the Act or under the regulations, for 12 months to allow time for arrangements to be made for disposal or continuance of the business.

During the period of deferment persons authorised by the regulations, such as trustees in bankruptcy or executors, may carry on the business under the licence. Authorisation will be conditional on the person carrying on the business giving the Director General his name and address and certain other information.

* The Consumer Credit (Termination of Licences) Regulations 1976, SI 1976/1002. Copies may be obtained from Her Majesty's Stationery Office, 49 High Holborn, London WC1V 8HB and branches, or through booksellers, price 20p, or by post from HM Stationery Office, PO Box 569, London SE1 9NH, price 26½p.

Industrial news pictures

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story.

Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Outlook for commodities: Robert Maclennan

'We are frequently urged to intervene directly in the inflationary spiral and stabilise, even better reduce, the price of essential goods,' said Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, at the Financial Times conference in London this week. 'We do not in fact control the landed prices of our commodity imports because that is beyond our capability without incurring the risk of diversion elsewhere of needed supplies.

'On the other side of the coin we have been urged by industrial interests to relax some of our price controls and, for example, allow manufacturers to have the choice of keeping their prices stable even when there is a reduction in the price they pay for their materials or when they are able to make savings in material costs. We unrepentantly decline to follow this advice.

'In the Consultative Document on changes in the Price Code published last week we maintain the requirement that any savings in material costs must be passed on to consumers 100 per cent in the form of reduced prices. We sometimes think of these consumers as exclusively the final purchasers – archetypally the housewife in the high street. But our price controls also operate upstream and ensure lower cost to intermediate buyers including manufacturers, processors and distributors.'

New low-cost heating and cooling system

With financial support from the National Research Development Corporation, a new cooling, or combined heating and cooling, system is being developed by Constant Air Systems Ltd. of Harrow. A pilot plant has already been constructed which will enable a comprehensive test programme to be carried out.

This new development is a logical extension to the successful Casaire high temperature, high velocity system developed by Constant Air Systems Ltd. in 1972, which already provides many economic and technical advantages for heating small industrial and commercial building. The system is based on a direct-fired gas air heater with distribution of the hot air at high velocity through small insulated ducts serving venturi induction diffusers. In operation, these diffusers draw in air from the space to be heated, mix it with the hot primary air supply from the gas-fired heater and then direct the warmed air to produce a uniform temperature throughout the working space. There are no heat exchangers in the working space and rapid heating-up is therefore possible. Maintenance costs are low and the system does not require any electrical power distribution inside the building.

In the new cooling system, now being supported by NRDC, the temperature of the cold primary air supply may be as low as 40 deg. F (5 deg. C) and this will allow the system, when compared with conventional systems, to operate with lower air flows in smaller vapour sealed ducting – thus reducing insulation costs.

Patent protection for the system is being sought in UK and 29 overseas countries and the company is now actively marketing complete cooling or heating and cooling systems, worldwide. Inquiries should be addressed to: R. S. Simmons, Casaire Ltd., Raebarn House, Northolt Road, Harrow, Middlesex HA2 0DY (tel. 01-864 0288).

Flame-retardant protective overalls

Welders at British Rail's Horwich depot, near Bolton, are protected by overalls made from fabric treated by Albright and Wilson Ltd.'s Proban process as they cut up old rolling stock. The Proban flame-retardant treatment prevents the cotton drill suits from catching fire and prolongs wear life in the presence of flying sparks. All BR engineering depots are now issuing Proban protective clothing to men working with oxy-acetylene torches. British Rail also use Proban treated fabric as a lining material for seats in passenger carriages.

Attack on inflation - the second year

Government counter-inflation strategy for the coming year is set out in a new White Paper, 'The Attack on Inflation – the Second Year' (Cmnd. 6507, HMSO, 28p), published on 30 June.

The White Paper begins by stressing the human and economic damage caused by rapid inflation, which erodes living standards, threatens confidence and destroys jobs. These dangers faced the British people last year, but we have now begun to pull away from them.

The Government's aim now is to reduce unemployment and to maintain our social priorities. 'We can only do this by re-establishing our economy and our industry in the world,' says the White Paper. We must ensure that British exports remain fully competitive and that British industry is built up to make it more efficient and more productive. We need more industrial investment, which must take priority over any increase in other public or private spending for the next few years. Failure to control inflation will put all these objectives at risk.

Progress since last July

In the first six months of this year inflation is likely to be well under half what it was in the same period last year. This achievement would not have been possible without the £6 policy. It has put the economy in a strong position to benefit from the recovery of world trade, with exports as the main stimulus to renewed growth in output.

The £6 policy has also done much to check the sharply rising trend of unemployment in 1975. For their part, the Government have spent over £400 million on a variety of measures to create or keep open more than 250,000 jobs or training places; and assistance to industry under the Industry Acts or through the National Enterprise Board has helped to preserve or create several hundred thousand more jobs. The Government have also maintained their social priorities and in particular their commitment on National Insurance pensions. Over the period from November 1973 (the date of the previous administration's last pension increase) to November 1976 pensions will have almost doubled – and as a result pensioners have seen a significant improvement in their living standards.

Last July the Government hoped the inflation rate would be down to single figures by the end of this year. The recent unexpectedly sharp depreciation of sterling (which makes our import bill that much higher) means that it will now take longer to achieve that target. But we should still achieve a further halving of the inflation rate by the end of 1977.

Programme for the year beginning 1 August: Pay Policy

In this year's Budget the Chancellor of the Exchequer took an unprecedented step by offering to link substantial reliefs to a pay limit consistent with a further halving of the inflation rate. This led to agreement on a TUC proposal which limits pay rises to £2.50 for people earning up to £50 a week, to 5 per cent for those on £50 to £80 and to a maximum of £4 at all higher levels of earnings. This new policy for pay, which was wholeheartedly endorsed by the TUC Special Congress on 16 June, will add about 4½ per cent on average to wages and salaries.

The new policy is simple and straightforward, with no provision for exceptional increases. Because it is consistent with the Government's inflation objective, the conditional tax reliefs will be granted in full. So people at work will benefit in three ways from the policy: through the pay increases themselves, through the tax reliefs and through the lower level of prices increases which will result from the lower pay limit. Some further reduction in the real value of the average pay packet is nevertheless a necessary condition for reducing unemployment and getting the balance of payments right. But it should be a good deal less than the reduction experienced in the first half of last year.

Like the £6 policy, the new policy is again a voluntary one. The Government attach the highest importance to this, and they are confident that the new policy will be universally observed in the same way as its predecessor. The current arrangements and sanctions to secure compliance in both the public and private sectors of industry will continue to apply.

Prices

For the next year we can look forward to a lower rate of inflation than in 1975. The pressure of wage costs on prices will be reduced still further. And the Price Code will remain in force for a further year to ensure that prices properly reflect the benefits of pay restraint. However, some changes will be made to the Code in the interests of the industrial strategy, encouraging investment and reducing unemployment*. The present arrangements for the strict control of dividends will continue as before.

Public expenditure and monetary policy

Pay restraint and price control will only help to reduce the rate of inflation if they are complemented by other aspects of economic management. So the Government will ensure that planned public expenditure totals are not exceeded; and they will not allow the money supply to grow too rapidly.

Realism and recovery

Because last year all sections of the community demonstrated their strength in the face of a grave threat to our economy we can now tackle with fresh hope the fundamental problems yet to be solved. The last 12 months have given Britain a good start. The policies now outlined in the new White Paper should give us an opportunity to reassert our place as a leading industrial nation which can again offer its people a rising standard of living and of social provision.

* See 'Modifications to the Price Code: A Consultative Document' (Cmnd. 6540), *Trade and Industry*, 2 July, page 2.

Bankruptcy in 1975: annual report

During 1975, 6,698 receiving orders and administration orders in bankruptcy were made in England and Wales, an increase of 1,490 compared with 1974.

These figures are contained in the Department of Trade's annual report on bankruptcy published on 6 July.

Of the 4,677 trading failures in 1975, the principal groups affected were the construction industry (1,522), retailers (1,065), road haulage, taxis and hire cars (450), garages, motor dealers and filling stations (303) and financial, business and professional services (300). The 2,021 non-trading bankruptcies included 402 directors and promoters of limited companies.

The number of estates in which official and non-official trustees were released in 1975 totalled 3,437 as compared with 3,682 in 1974 and 3,702 in 1973. Details of the final financial results of their administrations are given in the report.

It also contains details of: 787 debtors' applications for discharge (722 in 1974); 178 prosecutions for bankruptcy and other offences reported by official receivers (239 in 1974); 123 deeds of arrangement registered (106 in 1974); and 115 deeds of arrangement in which final accounts were rendered (113 in 1974).

Copies of the Bankruptcy General Annual Report for the year 1975 are available, price 65p net each from HMSO, 49 High Holborn, London WC1V 6HB and branches.

Price Commission: Sir Arthur Cockfield re-appointed chairman

Shirley Williams, Secretary of State for Prices and Consumer Protection, and Mr Fred Peart, Minister of Agriculture, Fisheries and Food, with the approval of the Prime Minister, have re-appointed Sir Arthur Cockfield to be chairman of the Price Commission for a further 12 months from 1 August 1976. In view of the special circumstances attending the extension of the present price control for a further year, Sir Arthur has accepted Ministers' invitation that he should remain in office until 31 July 1977 but he had indicated that he would not wish to continue in office beyond that date.

contact points

Firms wishing to put inquiries to the Departments of Industry and Trade will find contact with the nearest Regional Office most convenient. Telephone numbers are:

Northern Region, Newcastle upon Tyne	**0632 27575**
North West Region, Manchester	**061-236 2171**
Yorkshire and Humberside Region, Leeds	**0532 443171**
East Midlands Region, Nottingham	**0602 46121**
West Midlands Region, Birmingham	**021-632 4111**
South West Region, Bristol	**0272 291071**
Eastern Region, London	**01-603 2070**
London and South Eastern Region	**01-603 2060**

Departmental Buildings in London

1 Victoria Street, SW1H 0ET **Monsanto House, Victoria Street, SW1H 0NQ**	**01-215 7877**
Abell House, John Islip Street, SW1P 4LN **Millbank Tower, Millbank, SW1P 4QU** **Thames House South, Millbank, SW1P 4QJ**	**01-211 3000**
Dean Bradley House, 52 Horseferry Road, SW1P 2AG	**01-212 7676**
Export House, 50 Ludgate Hill, EC4M 7HU **Hillgate House, 26 Old Bailey, EC4M 7HU**	**01-248 5757**
Sunley House, 90-93 High Holborn, WC1V 6LP	**01-405 6911**
Waterloo Bridge House, Waterloo Road, SE1 8UA	**01-275 3000**
Cleland House, Page Street, SW1P 4LW	**01-222 8020**

In Scotland

Contact The Scottish Economic Planning Department, Industrial Development Division, 314 St. Vincent Street, Glasgow G3 8XF	**041-248 2855**

In Wales

Contact The Welsh Office, Industry Department, Block 2, Gabalfa, Cardiff CF4 4YL	**0222 62131**

Technology News

The asbestos industry tries to clear the air

The Asbestos Information Committee, whose members include all the leading manufacturers, have now started a campaign to counter what they regard as largely unjustified attacks on their product. They have adopted a voluntary labelling scheme, so that, as from 1 October, the majority of products made will carry an identifying and warning label. Leaflets are being distributed to advise the home handyman on safety precautions, while more detailed instructions are aimed at asbestos workers, architects, and medical practitioners. They are also advertising in the press to answer the type of question housewives might have, for instance about their ironing boards.

The Asbestos Information Committee tend to argue that the dangers are being exaggerated since they claim that every case of illness being reported in 1976 reflects conditions which no longer obtain (since new regulations were enforced in 1970). Although working conditions are now more stringently controlled, some old buildings still contain blue asbestos in the form of lagging or insulating material. 'Lagging is undoubtedly a problem,' Mr. Hardie of the Asbestos Information Committee admits and also concedes that 'demoliton work can produce large quantities of dust'.

The 1969 regulations must be observed by contractors for demolition work and advance notice has to be given to the Health and Safety Executive before work which involves blue asbestos can be undertaken.

Meanwhile the Advisory Committee on Asbestos, which was set up by the government in March this year has now formed four working groups. The first will study all available medical and scientific evidence on the effects on workpeople and the general public of exposure to asbestos, and consider whether the current hygiene standard is at an appropriate level. The second working group will concentrate on environmental monitoring, the third on legal and administrative controls and the fourth on the production and use of asbestos.

Although it may be two years before the Advisory Committee on Asbestos produce their full report, interim reports may be made, especially if they decide there is a need for immediate action.

Voluntary ban on imports

The industry has in fact imposed a voluntary ban on the import of blue asbestos. There is no legal prohibition (although this impression may have been given in a recent item in *Trade and Industry*, 18 June, page 705). The industry feels that, with even an element of a problem, blue asbestos is not so superior as to justify its retention. Importing blue asbestos would, they realise, provoke much hostility. The standards required for machining crocidolite are 10 times higher than for chrysotile asbestos (0.2 fibres per cubic centimetre of air for blue, 2.0 for white) and they also admit that industry would have great difficulty in meeting such a standard.

Although the difficulties may not have been resolved, nor all the questions answered, the Health and Safety Commission feel at least that the industry has taken a step in the right direction.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Hearts in the right pace

Resistance welding equipment supplied by Hirst Electric Industries Ltd., Crawley, Sussex, is now helping to save lives. Part of the equipment is made in this country under licence from Hughes Aircraft Co., USA, and some is supplied by Hirst acting as Hughes' UK agents.

It is used to make minute welds on cells made by Mallory Batteries Ltd., also of Crawley. These cells are built into heart pacemakers which artificially replace the body's electrical signal to the heart to maintain its pumping action.

The equipment is used during two stages of making the cells. First, a combined welding plant welds the inner and outer casings of the cell together. Secondly, at a later stage in production, a miniature welding head is used to weld tiny metal strips or tabs to the casings so that three or more of the cells can be assembled to form a pacemaker battery power pack.

One in every 20 of the casings is tested to destruction to prove the welds. The casings are cut into four sections then mechanically pulled apart. The nickel plated steel must tear while the weld remains intact.

Each pacemaker has a 'life' inside a human body of at least three years so these controls are vital to ensure the patient's safety.

£1,000 award for Harwell craftsman

A Harwell chargehand craftsman has been presented with a cheque for £1,000 – the highest cash award ever made under the Atomic Energy Authority's industrial suggestion scheme.

Arthur Eymore, of the Engineering Division, who has worked at Harwell for 27 years, received his cheque from Dr. Lewis Roberts, the Director of Harwell, at the Research Centre on 28 June.

The award was for work Mr. Eymore has done with Harwell's Materials Development Division on devising a resin dispensing pump used in the preparation of carbon or glass fibre reinforced products.

Harwell's carbon fibre programme carries out research for industry and government departments. Applications of the research so far are in the reinforcing of bearings in the machine tool industry, in components for the aerospace industry and in certain forms of bridges.

Dr. Dennis Bowen, the carbon fibre project manager said: 'Mr. Eymore's invention has saved Harwell many thousands of pounds. Previously we used a number of other pumps, but none of them gave us the ease of maintenance and flexibility of operation of this pump.'

Mr. Eymore (right) with Dr. Lewis Roberts, the Director of Harwell, after receiving his cheque for £1,000 for his work in devising a resin dispensing pump, under the UKAEA's industrial suggestions scheme.

Geostationary satellite passes tests

The GEOS flight satellite has successfully completed system and electromagnetic compatibility (EMC) testing at British Aircraft Corporation Electronics and Space Systems, Bristol.

The building, which enables designers to test highly sensitive satellite equipment in an electronically and magnetically 'clean' environment, played a vital part in the testing of GEOS, Europe's first geostationary scientific satellite, due for launch in April 1977.

The satellite, which is being built for the European Space Agency (ESA), is being shipped to the European Space Technology Centre (ESTEC) Holland for further comprehensive testing. During this period experiments will be carried out on-board GEOS perfecting the satellite for its two-year scientific mission 22,300 miles (36,000km) above earth.

GEOS will carry seven experiments devised by nine European scientific groups. These experiments will detect and measure the magnetic and electric fields surrounding the earth and the varying flow of particles (electrons and protons) emitted by the sun, enabling scientists to study the interaction of the so-called 'solar wind' with the earth's magnetic field and its consequent effects on the electrified layers of the atmosphere and the aurorae in polar regions.

GEOS is to be launched from the United States Eastern Test Range by Delta rocket and will have an operating life of two years. Spinning at 10 rpm to stabilise its attitude with respect to the earth, GEOS may be moved along the equator by means of hydrazine-fuelled thrusters to extend its zone of operations.

Improving industrial mixing

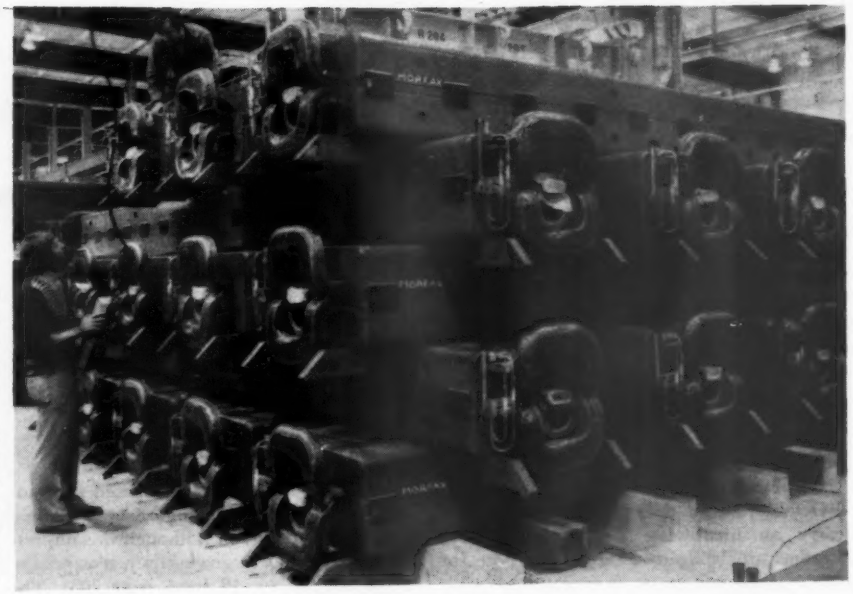
The efficient mixing and dispersion of powders into liquids and pastes is an important processing step in many manufacturing industries such as paint, printing ink, adhesives and sealants, plaster, foodstuffs, confectionery, cosmetics and pharmaceuticals.

The Materials Handling Division at Warren Spring Laboratory is now starting a research and information project with the aim of improving industrial practice in this area.

The objectives of the project are to develop objective measures of product quality and system performance and to relate material properties to system performance. It is also intended to evaluate the performance of industrially important mixing and dispersion systems. Design and scale-up methods will be established and the means of selecting the best systems will be studied. A comprehensive information service on practical aspects of mixing and dispersion will also be provided.

The three-year project will be sponsored jointly by a number of industrial companies and the Department of Industry and participating companies will take part in formulating project plans and will receive confidential reports at regular intervals.

Further details about the project may be obtained from: Dr. C. Schofield, Materials Handling Division, Warren Spring Laboratory, Gunnels Wood Road, Stevenage, Herts SG1 2BX, tel. Stevenage (0438) 3388.



Assembled bending magnets at the European Organisation for Nuclear Research (CERN) near Geneva, prior to installation in the main ring tunnel of the super proton synchrotron. The steel cores of 750 magnets were built by Morfax of Mitcham, Surrey, and are needed to bend the protons around the accelerator ring and to hold them on the same circumference as their energy is increased. Last month protons were accelerated to an energy of 400 GeV (400 thousand million electron volts) for the first time.

Filling in potholes

Emcol International Ltd. of Bristol have formulated and are now manufacturing and marketing, a new material for the repair of potholes, cracks and depressions in roads, bridges, aircraft runways, yards, playgrounds, and other floor areas.

The material is tipped straight from the 25kg sack into any size or shape of hole, stamped flat with the back of a shovel and the heaviest vehicles can cross the repair instantly.

The repair takes about three minutes and there is no need for cutting out, heating, mixing, rollering, curing time before use, or hold ups for wet weather. The repair materials are divided into three grades, depending on the size of the chipping.

Instant road repair has undergone extensive trials and is now in use on UK motorways, on the autoroutes in Canada, for airfield repair both in UK and in a number of overseas countries while Instant epofill is more widely used for asphalt repair.

The products are not affected by heat or cold nor are they subject to attack by fuel oils, lubricants, etc.

Reports from councils now show that road repairs to scattered areas of potholing are cheaper using this system than using the conventional method.

British corrosion specialists to visit Russia

At the invitation of the Soviet Union a team of British corrosion specialists will visit the USSR from 10-21 October this year. They will discuss problems of corrosion, developments in corrosion prevention techniques, as well as advances in electrochemical technology, including electroplating.

The visit is taking place under the Long Term Programme for the Development of Economic and Industrial Co-operation between Britain and Russia. This was signed in Moscow by the former Prime Minister, Sir Harold Wilson just over a year ago.

A Soviet group will make a return visit to Britain in early 1977.

Keeping a look-out in the lab

Alertness by pupils to unforeseen hazards is encouraged in a new booklet* about safety in science laboratories which has now been published by the Department of Education and Science.

Since the first edition appeared in 1973, a considerable number of minor changes have been made.

The booklet emphasises that safe working conditions are important factors in laboratory design.

Among the various aspects of safety considered are, laboratory design and furniture, electricity, fire, chemical hazards, and hazards in the biology class.

* Safety in Science Laboratories. DES Safety Series No. 2. HMSO. Price 85p net.

Britain

Wise moves

Over the past few months, our series of Regional Reports have looked in turn at each of the six regions covered by the assisted areas. Joyce Ince has been looking at the overall effect of the Regional Industrial Incentives Scheme and talking to some of the movers

Decisions, decisions! We all have to make them but few are as important or far reaching as management's decision whether or not to extend existing premises or whether to transfer factory and plant to a new area altogether.

Government incentives offered to firms to move all or part of their operation into one of the areas for expansion – or locate a new project there – are considerable by any standards. For overseas investors or British firms who are setting up production in this country for the first time, they are particularly attractive.

Regional development grants intended to stimulate expansion into the assisted areas or to modernise and extend manufacturing industry already there amounted to £294 million in 1975 and 40,820 applications were dealt with. These grants – 22 per cent in special development areas and 20 per cent in development areas – are given towards the cost of providing new buildings or adapting old ones. Similar grants are available for new machinery, plant and mining works. Buildings only are eligible for a 20 per cent grant in intermediate areas.

Selective financial assistance is also available on favourable terms for general capital purposes for projects which provide additional employment: during 1975 some 500 firms were offered assistance in this way, by direct loans amounting to £16 million or with interest relief grants totalling £28 million. Removal grants of up to 80 per cent of the cost of moving an undertaking into one of the assisted areas totalled nearly £1.5 million in 1975. There are also free fares, settling in grants and other allowances and help with removal expenses for key workers who are permanently transferred to the new area.

Regional employment premiums are also payable in development areas and there is some free training assistance available for local labour.

To help meet the future needs of firms for modern premises in the areas for expansion, 'advance' factories are built and managed by the English Industrial Estates Corporation, the Scottish Development Agency and the Welsh Development Agency. A few nursery units of 232m² (2,500 sq. ft) are available in some areas but factories usually range from 930m² (10,000 sq. ft) to 4,645m² (50,000 sq. ft). Designed to suit the widest possible range of manufacturing activities, they can be provided with specialised facilities to suit particular requirements. Factories can also be built to industrialists' own specifications. Rents are usually below those in the Midlands and South East England and may be rent-free for the first two years of occupation when this is warranted by the number of jobs provided. An important feature is that these factories are usually built on sites with room for substantial expansion, allowing for a firm's long-term needs.

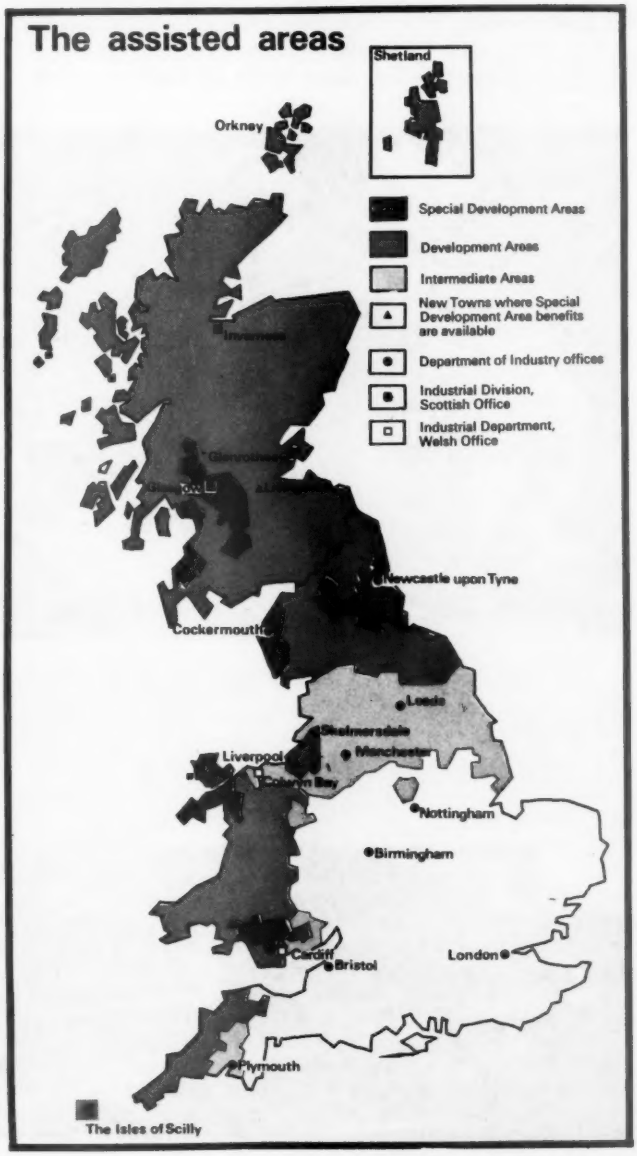
All this adds up to a sizeable inducement to managements

Increased delegated powers for Regional Offices

From 7 July, applications for selective financial assistance involving up to £2 million can be dealt with directly in the Department of Industry's offices in the Northern, North-Western, and Yorkshire and Humberside regions.

This further substantial increased delegation of powers to authorise assistance under Section 7 of the Industry Act 1972 will enable these regional offices to handle nearly all straightforward cases which will assist the creation of employment.

The change was announced on 7 July by Alan Williams, Minister of State at the Department of Industry, in a written parliamentary reply to a question from Ted Leadbitter (Hartlepools). Mr. Williams pointed out that corresponding increases in delegated financial limits on other forms of assistance such as service industry removal grant were also being made.



Wise moves

continued

to give serious thought to moving or expanding their business. But money is not everything and, particularly for those moving lock, stock and barrel into an entirely new area many other questions inevitably arise, whatever the distance of the move.

Can the company stand the temporary loss of production? Will their most valuable key workers be prepared to move too? If they do will they, and perhaps more important their families, settle down in the new community? What hidden snags will emerge? Will there be unfamiliar labour problems with new workers?

Usually, the answer lies in good management. The firm with indifferent management that blames its failures on old premises, poor staffing problems, transport difficulties, and anything else that can take the can for poor performance, might not survive. But experience shows that companies with good management and a good product will profit enormously from moving into one of the areas for expansion.

They benefit in all kinds of ways. There is the ready supply of good workers. They find they can plan well ahead with plenty of room for expansion. The grants help them to install modern equipment where there is not the same worry about the possibility of breakdowns and delays. Free from commuting, transferred workers and managements can often live quite close to their new workplace and yet have all the enjoyment of the nearby countryside.

The pros and cons

Last week, our 'Welcome to Wales' Special Report looked in detail at the move to Bridgend of Smith Kendon Ltd., a well established firm of high class confectioners who won the Queen's Award to Industry in 1974. They are a family firm, founded in London in 1780, and had occupied a small factory in Borough High Street for some years. There was no room for expansion and they decided they must move out of London. The question was where? Several areas were investigated and account taken of such factors as good road and rail communications, access to ports, availability of labour and relative costs of the move; finally the incentives to move to a development area tipped the scale in favour of South Wales and they moved their entire factory and head office to Bridgend in 1973.

Smith Kendon are now well-pleased with their move, their early difficulties safely passed. Theirs was a particularly difficult case because they moved, literally, lock, stock and barrel; most firms who move are not confined to one single factory and have other premises where production can be diverted during the height of the move. Wilkinson Sword, on the other side of the road from Smith Kendon at Bridgend, moved there from Acton when it was decided to split their operating divisions, with razor blades going to Cramlington New Town near

Kleenex hand towels for office and hospital use being packed at Kimberly-Clark's Prudhoe Mill.

General view of part of the Bass Charrington brewery taken from the Runcorn-Northwich road. The services block is nearest the camera with fermenting and wort production buildings in the background.

Newcastle and garden tools to Wales. This was in accordance with company policy to move out to development areas where labour was available, with the intention of employing local supervisory staff. Manager, Bill Best, has been with the company for 30 years but most of the other key positions at the factory are now filled by local people. Key workers were brought down from London only on a temporary basis for a few months until they had got the factory going; they then returned to other jobs within the company.

The firm prides itself on the high quality of its tools which it believes is synonymous with its trade name. A third of the total workforce of 314 at Bridgend are women. Most of the male employees have a background in steel or coal mining and have been re-trained by the company in high precision engineering. Labour relations are good and there is very low absenteeism. However the firm has a wide catchment area up the Welsh valleys and their one complaint about their new factory is the lack of transport to get their workers to and from work. Many come by car, often sharing the cost of the petrol, and if the car driver is off sick it tends to mean that the factory loses not one but four workers!

This is possibly an aspect that should be considered by firms moving out to new factories. Individual companies usually make arrangements to get their labour force to work although, rightly or wrongly, managements think it is someone else's responsibility!

New plant for Tyneside

Right from the start, Kimberly-Clark recruited their labour almost exclusively from the surrounding area when they built their new £10 million tissue paper mill at Prudhoe, Northumberland, in 1971. Derrick Croxon, managing director, reports that the one problem the company is still facing is getting its work-force to and from work. 'Organising public transport for a shiftworking mill is difficult where we need to work with the local authority. Lines of communication tend to converge on Newcastle to the detriment of smaller towns like Prudhoe.'

Of all Northumberland's smaller towns, Prudhoe, which lies 10 miles west of Newcastle, has probably seen the most dramatic change in recent years. The dirt and grime of the coal mining industry has been replaced by modern industrial plants, among them the crisp, clean efficiency of this mill which produces Kleenex disposable tissue products for use in the home, hospitals and industry.

So confident for the future were Kimberly-Clark when they came to Northumberland that the mill was designed with a built-in facility for 'doubling-up' production capacity. Market feasibility studies have been carried out in readiness for the expansion although final timing for this project will depend on the general UK economic environment and the rate of growth in the paper products market in particular.

Comments Croxon: 'We simply ran out of space at Larkfield in Kent where our original manufacturing operation is situated. Our industry is extremely capital intensive, and expanding production capacity is a major undertaking. So having chosen our site at Prudhoe, we are here to stay in a big way, and it made sense to plan for future expansion right from the start.'

Prudhoe was originally chosen because of four main factors – plentiful water, adequate land, good communications – and people.

'Prudhoe Mill is an expanding mill and is proud of its progress. It is the people who have made it possible. We set high standards on recruitment. We have been pleased with our ability to recruit the right quality of skills.

'We have striven for participation and flexible attitude at all levels; we have used our works council as a means to consult and have together worked out solutions to various problems. Our business, like many others, has ups and downs, and we need to accept change rapidly and constructively. So far our early confidence in the potential of Prudhoe Mill has not been misplaced.'

The 53-acre site provides ample space for further development as well as ready access to Tyne water. Geographically, it is well suited for product distribution throughout the Midlands, the North of England and Scotland. With the demise of coal mining, Prudhoe became one of the worst unemployment black spots in the North East. Now, Kimberly-Clark alone employs over 600 Prudhoe people.

Selective financial assistance and interest relief grants are also available to firms already in the areas for expansion who, by extending their business, can provide additional employment. Many companies have found that by taking advantage of these facilities and moving from dilapidated, out of date premises to a modern new factory they have been able to expand far beyond their original plans. A-Line Caravans at Hull, with assistance from the Government, opened a new factory on the Sutton Fields Industrial Estate in March 1973. Managing director, D. W. Wilkinson, together with other shareholders, had just previously acquired a then-ailing company and realising its future potential with correct management had, in his own words, 'taken it by the scruff of the neck and put it on its feet'.

The new factory took about two years to settle down but turnover has now increased from £510,000 in 1969 to £4 million last year, 65 per cent of which was for export. The factory produces about 60 caravans a week, although this can be stepped up to 90 in the busy spring and early summer period.

The management feels that there is a market for good quality mobile homes throughout Europe and Hull is ideally situated for exporting to the Continent, 'We can ship caravans to Belgium by the night boat and they can be delivered the next day. The fact that there are roll-on, roll-off ferries sailing from here every day is a great advantage for our export business.'

Firms on Merseyside

Across on Merseyside firms visited were emphatic about the advantages of the region for both fast transportation out of and around the country, and a ready labour supply. They also had some encouragement to offer any companies hesitating to move into the region because they had heard of the Merseysiders' reputation for militancy.

The rapidly-growing kitchen furniture manufacturers, Hygena were frank about labour relations; they couldn't simply be taken for granted – 'they need to be worked at'. They believe this is partly the product of the region's particularly bitter industrial history, and the still widely surviving folk memories of 'the bad old days'.

Nevertheless industrial relations at the company – with a works council at its factories – are generally good, and it has lost only 10 working days through industrial disputes in eight years. In the same period the company's sales have shot up from £3 million in 1967 to 10 times that figure in 1975, and they expect to be selling £70 million worth of furniture at home and abroad by 1980.

Hygena has received about £500,000 in building and investment grants during the last five years, as well as some £200,000 a year in REP. But the firm was quick to assure us that the firm would have stayed in Merseyside even if this help had not been available.

Labour was easy to recruit, and as for transport: 'The conditions, now the motorway network is complete, are superb.'

There was much the same story from Bass Charrington's huge new 60 acre brewery at Runcorn. Alex Omand, PR

Wise moves

continued

manager for the company, says that Bass Charrington's had been 'delighted' with the workforce recruited.

'Merseyside gets a lot of knocks, but we've found our staff to be of the highest calibre', he said.

The brewery, one of the biggest and certainly one of the most modern in Europe, completed its first phase last October when it started turning out 2½ million barrels of beer a year.

Again, good communications and a good site at reasonable cost were of major importance in deciding Bass Charrington's move there. And with the North West a traditional area for the industries of this nature, the company had no difficulty in recruiting experienced process workers!

The Massey Ferguson Ltd. Manufacturing Companies were also well satisfied with industrial relations at their government-built factory at Knowsley. They began operations there in 1970, and now have a local workforce of 500 people. The production manager says that the ex-Liverpool shipyard workers employed at the factory were the best welders he'd ever had.

New industries in Scotland

Scotland's New Towns have in recent years attracted much of the new industry. But now that these new communities have become established, there is also a need for more work in the older cities and the Industrial Development Division of the Scottish Economic Planning Department is anxious to attract more firms to places like Glasgow and Dundee, especially with the recession in the traditional industries such as shipbuilding, steel and jute. All new industry is welcome but particularly the newer industries such as office machinery, electrical goods and electronics because they are expanding and the new technology they bring is particularly acceptable.

One company which has settled down very well at Hillingdon, Glasgow, is DASA International, who manufacture automatic telephone diallers.

Originally these were made by the parent company in America but with increasing orders from Europe in the late 1960s it was decided to set up a production line over here. When Britain went into Europe, DASA decided that it had greatest advantage.

Jack McGowan is managing director. He says that the reasons for choosing the UK were that communications were much better with English-speaking staff, there was a good pool of local labour, transportation from Glasgow was good, both to other parts of the country and to the rest of Europe, and the incentives offered to an overseas company setting up here for the first time were extremely valuable.

'We realised however that the cream of labour does not rusn to the stars and stripes as some American companies rather naively suppose and as a new company setting up in the district we gave a lot of thought to recruitment. We decided on two basic principles: we would not poach labour and we would train all our workers from scratch. If they acquired any bad habits then they would be DASA-bred and not all sorts of different ones they had brought with them which would be more difficult to get rid of.'

This meant an intensive training programme of recruits, mainly women, who were entirely new to the electronics industry. Normally this would have meant holding up the start of production for many months but this problem was overcome by importing partially-finished instruments from the parent company in America. At first only a few finishing touches were needed, but by stages more and more work was introduced until in the end the operators at Hillingdon were assembling whole machines. Each 'Magicall' instrument they manufacture is a highly complex piece of electronic equipment capable of storing up to 400 national and international telephone numbers and connecting the caller instantly at the push of a button.

Daniel Industries (UK) is also the subsidiary of an American firm. Originally operating from Reading, it moved to what is now a Scottish Development Agency factory at Falkirk in 1974. They design, manufacture and sell electronic and mechanical oil and natural gas flow equipment. Some of this equipment, made to special order, is very large, presenting transportation problems. The proximity of shipping facilities at Grangemouth was an important factor in choosing the new location.

The company employs 150 people of whom all but two are British. About a dozen accompanied the firm on its move from Berkshire. They have a good contract with the British Gas Corporation and North Sea oil gives promise of further expansion.

'This is a good industry to be in just now,' says David Easton, company secretary. 'Our turnover has increased from £500,000 to £5 million, largely because of the oil business which, of course is the main reason why we moved up here.' The grants the company has received had been valuable in setting up the new factory and there have been no staff problems.

A happy partnership

A happy and probably unique relationship between an American firm and a British nationalised industry is to be found at Blackwell, Derbyshire. This was previously a mining area and a number of former colliery workers have found jobs at Dupont's Hilcote Plant.

The plant produces polyethylene pipe for the distribution of natural gas. The pipe is extruded from a special grade of resin imported from America and together with fittings and heat fusing equipment makes up a complete system used by the British Gas Corporation to replace old metal piping. The new

More information . . .

Full information about the various kinds of financial assistance mentioned in this article is contained in a booklet 'Incentives for Industry in the Areas for Expansion'. This is available from the Department of Industry, Room 636, Millbank Tower, Millbank, London SW1P 4QU.

And, if you are thinking of moving into one of these areas or extending your operations if already there, you can save much time, effort and expense by contacting one of the Department's Industrial Expansion Teams at the same address or through the Department's regional offices, the Scottish Industrial Development Office or the Industry Department of the Welsh Office. These teams provide a free and confidential advisory service and will help with suitable locations, arrange visits to sites and provide general information about labour supply, transport, power and other services. They can also introduce you to business men who have already moved to these areas and to local government officials and others who can also help you.

tubing is guaranteed to last 50 years and as the Corporation estimate it will take that time to replace all their existing metal piping it looks as if both parties could be in business together for evermore! Over 3,000 miles of the piping is laid by the Gas Corporation each year and the East Midlands Region alone is saving £1.5 million a year by using it.

The Department of Industry's role in all this was marked recently by the arrival of a cheque for £3,600 on the desk of Ken Simpson, manager of Dupont's pipe operations. It forms the first instalment of an interest relief grant made to the company for the installation of a further extrusion production line estimated to provide about a dozen further jobs at the factory in the first year. Simpson, an Englishman with a mid-Atlantic accent acquired through many years spent in Canada, is a great believer in the economic future of Britain. He feels that managers like himself who are on the spot are better judges of the true climate here than some of the rather heavily doom-laden reports which have reached his parent company in America via the press. He has obvious pride in his factory and in his work force.

Ex-miners, accustomed to dangerous, dirty work underground and expecting an easy-going new job in a modern factory, were at first surprised by the strict discipline of factory routines and stringent safety standards. These have made this particular plant top safety award winners in a group which prides itself on its safety record on and off the job.

'There has been a remarkable change in attitude since we have been here. We have full consultation between management and staff and everyone works together as a team both to maintain the high quality of our product and our excellent safety record.'

Another overseas firm who have settled down well in Derbyshire, although there were some initial misgivings, is SAPA – Scandinavian Aluminium Profiles.

The firm set up in Slough some six years ago to sell aluminium extrusions made in Sweden. After three years, business justified setting up manufacture in this country from raw materials supplied by the parent company, itself a subsidiary of RTZ. As 60 per cent of their customers were in the South East and the remainder in the Midlands and the North, SAPA decided after careful consideration that Daventry was the ideal location for their new factory. But as they could not get an Industrial Development Certificate the Department of Industry suggested that the intermediate development area in the East Midlands might be a useful alternative.

Peter Jones, a director, says that at the time he was not very pleased about being unable to go exactly where he wanted but agrees that it has worked out very well. 'Although we would have received higher rates of assistance in the development or special development areas we felt we would soon lose the benefit of that through high transport costs as so many of our customers are in the South. So we decided that in the long term transport costs must be our first consideration as everything has to go by road. There were also, of course, a number of more hidden costs, such as servicing and sales calls and the sheer ability to have as close a customer relationship as possible, which added weight to the argument to come here. Here, with the M1 so close and fuel costs soaring, we feel we made the right decision.'

Production at Tibshelf started in June 1973 and 80 people are now employed. The aluminium extrusions are used by a range of industries and include ship windows and double glazing. The recession has obviously affected SAPA's business but Mr. Jones is confident about the future and the company is all ready for expansion to meet the upturn in the market.

Job contrasts

Ex-miners have also adapted well to an even more contrasting occupation at Control Data Services, another American subsidiary at Brynmwr, South Wales. With a workforce of over 200, the firm offers a total service to the computer industry for which the Welsh factory produces disc packs. When looking for a site for a satellite plant to the headquarters plant in Nebraska then supplying the world market, Control Data were fortunate in finding an empty factory already developed specifically for the computer industry and then vacated by another American company. An added attraction was that this was in an area eligible for grant aid.

Control Data have not tried to superimpose American methods but have adapted their company philosophy to the local situation and their personnel manager, Jack Poynton, is a local man. 'We have continued to expand ever since we came here in 1973 and now work a three-shift, 24-hour day and a five-day week. We are proud of the fact that even during the fuel crisis we never had to lay anyone off. We are very happy with our workforce and have had no strikes or industrial trouble.'

One of the great problems in the kind of work done at the factory is contamination and workers who have been used to 'heavy' industry have to adapt themselves to very clean conditions. This can cause difficulty. One ex-miner, after working underground all his life, found himself employed in a white coat in an all white room under a bright light. This was so traumatic that he had to ask for a transfer. But this is an extreme case and most workers appreciate the change to bright, clean, modern working conditions.

German investment in Britain

'Why do German companies invest in Wales?' asked Georg Wilhelm Henrich in a piece written for a German chamber of commerce journal about the setting up of Alfred Teves' brakes system factory at the Ebbw Vale Industrial Estate, where he is director.

For European countries, he says, Britain (particularly since it entered the EEC) is 'a most interesting market with considerable growth rate'. But to penetrate the market and establish a substantial share through importing goods can be very difficult. He suggests that in particular the purchase or lease of factory premises offered by the Welsh Development Agency are very favourable in comparison with those in Germany 'and are a positive incentive for industry to invest in Wales'.

In conversation Henrich says that he thought it only fair to warn would-be foreign investors that, while good labour was available over here, they might not find it ready trained for their particular type of work. The quality of his workers was generally high and he had no real labour problems. Two important factors were that his factory was too small for there to be any real demarcation lines and that the firm believed in employing local people as far as possible in the management team.

The firm's most serious problem was how to break into the British market – their basic reason for setting up in Wales is that they see it as well placed for transport to the Midlands. Most of their output is going back to Germany, until they have succeeded in establishing a good British market, but they are confident that this will come with time.

The experience of all these companies is that, although the financial incentives offered by the Government are extremely valuable, they are by no means the only consideration. The areas for expansion provide real opportunities for new projects. It's a wise move to contact the Department of Industry at an early stage in any relocation exercise. It can give advice and information about the locations suitable for the requirements of a particular project, the availability of labour, housing and other local services so that from the outset a firm and its workforce can more easily fit into the local community.

Parliament

Monday, 28 June

Alternative sources of energy

Mr. Frank Hooley (Sheffield, Heeley) asked what discussions are being held between the Secretary of State for Industry and the engineering and concrete construction industries about possible future requirements in the field of non-conventional sources of energy.

Mr. Huckfield explained that work on alternative sources of energy is primarily the responsibility of the Secretary of State for Energy, and is still largely at the research and development stage. The involvement of the Department of Industry with the engineering industry and of the Department of the Environment with the concrete construction industry concerning possible future requirements on these matters would depend on the outcome of studies on the potential of these energy sources at present being carried out under the auspices of the Department of Energy.

British Steel Corporation

'What were the holdings, respectively, of sterling and of foreign currencies in the British Steel Corporation's balance-sheet at 31 May 1976?' asked Mr. Tim Renton (Mid-Sussex).

'The British Steel Corporation had no sterling holdings on 31 May 1976,' said Mr. Kaufman. 'Holdings of foreign currency amounted to about £900,000 at then ruling exchange rates.'

UK share of world exports

Mr. Christopher Brocklebank-Fowler (North West Norfolk) asked: 'What was the United Kingdom's percentage share of total world exports on comparable dates in 1945 and 1975?'

'The UK percentage share in total world exports in 1948 and 1974 was 11.5 and 4.6', answered Mr. Meacher. '1948 is first post war and 1974 the latest year for which comprehensive information is available. The figures are drawn from the most recent *UN Yearbook of International Trade Statistics.*'

Rail services for tourist areas

Mr. Ronald Atkins (Preston North) asked if the Secretary of State for Trade would advise regional tourist boards to make funds available to support socially necessary rail services in areas of tourist potential.

Mr. Meacher answered: 'The railways are already receiving Government support for the rail passenger system as a whole. Where a railway line might have strong tourist significance in a particular area, it is for the RTB concerned to decide whether to supplement other forms of aid it might receive.'

Company reports

Mr. Terence L. Higgins (Worthing) asked the Secretary of State for Trade: 'Whether he has issued a consultative document on the aims and scope of company reports; if so, on what dates this was circulated to the CBI, TUC and other organisations; and why no copies are available in the House?'

Mr. Dell answered: 'A preliminary draft by officials of a consultative document on the aims and scope of company reports was sent to representative organisations for their comments on 9 June. Subsequent articles in the press generated such interest in this document that I decided to make it more widely available on 23 June. Copies of the document have also been placed in the libraries of both Houses.'

Company accounts

Sir David Renton (Huntingdonshire) inquired about the probable cost of printing company accounts, as required by Clause 1 of the Companies (No. 2) Bill [Lords], *in the case of typical small companies.*

'The Government will be moving an amendment in committee to delete references in Clause 1 of the Companies (No. 2) Bill to the printing of company accounts,' said Mr. Clinton Davis.

European aerospace industries

Mr. Norman Tebbit (Waltham Forest, Chingford) asked what proposals have been put to the EEC Ministers responsible for their national aerospace industries for a civil aircraft production programme within Europe.

Mr. Kaufman answered: 'M. Cavaille and I recently agreed that our aircraft industries should explore together the possibilities of UK participation in derivatives of the Airbus; European participation on the HS146 should the project be relaunched; and European collaboration on future 150-80 seat medium-range aircraft.'

Concorde

Mr. Robert Adley (Christchurch and Lymington) asked under what legislative powers Concorde is funded; whether these powers have altered since 1962; and to what extent the Government's powers to effect intervention in the aircraft industry have increased during the same period.

Mr. Kaufman answered: 'From 1962-68 Concorde was funded under the Civil Aviation Act, 1949. Since 1968 Concorde has also been funded under the Industrial Expansion Act 1968, later amended by the Concorde Aircraft Act 1973. Apart from these Acts no government has needed to take additional powers during this period specifically to intervene in the aircraft industry.'

Mr. Hugh Jenkins (Wandsworth, Putney) asked: 'What happened to the 74 options on Concorde originally placed by 16 international airlines; which countries have dropped out; and why?'

Mr. Kaufman replied: 'Of the 74 options for Concorde originally held by 16 airlines, nine have led to firm orders from British Airways (five aircraft) and Air France (four aircraft). Of the remaining 65 options, 38 were held by United States airlines, 12 by European airlines and the remainder by other operators. Following the cancellation of a number of options by North American airlines in 1972 and 1973, the option system has given way to a series of individual negotiations with airlines. The resaons for airlines cancelling options were specific to each airline.'

Regional development

Mr. Robert Hicks (Bodmin) asked if the Secretary of State for Industry is satisfied that the Government's regional development policies give sufficient emphasis to the need to establish and encourage local industries already located in development areas as opposed to persuading new industries to move to the assisted areas from other parts of the UK.

'Yes sir,' said Mr. Williams. 'Regional incentives are available equally to both in-

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Lord Melchett
Leslie Huckfield

Ministers at the Department of Trade

Secretary of State for Trade: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection:
Shirley Williams

Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

coming firms and those already established in an assisted area.'

Mr. Jack Ashley (Stoke on Trent South) asked if the Secretary of State for Industry is satisfied with the operation of his regional policy.

'Yes, sir,' said Mr. Williams. 'Regional policy has proved itself to be an effective instrument for tackling the problems of structural unemployment in the assisted areas.'

Underwater pipes

Information was requested by Mr. Ronald Atkins (Preston North) on the present capacity of the British steel industry for producing underwater pipes; what proportion of the home market it satisfies; and on plans to increase this capacity.

Mr. Huckfield answered: 'British producers supplied some 20 per cent of the underwater pipes required for the UK offshore market up to 1974. Submarine pipeline for current North Sea developments has to be laid at considerable depths and UK steel producers do not have facilities to make pipe to the required specification. The British Steel Corporation are keeping under review the economic case for enhancing their 44 in pipe mill at Hartlepool to make suitable pipe.'

Official forms

Mr. David Mitchell (Basingstoke) asked how many forms requiring answers have been sent out by the Business Statistics Office in the last 12 months.

Mr. Huckfield said that 640,000 forms requiring answers were sent out by the Business Statistics Office in 1975.

Mr. Peter Hordern (Horsham and Crawley) asked: 'How many forms are issued by the Department of Industry; how many people or organisations are invited to respond to each of them; and what, briefly, is the general purpose of each.

'The number of statistical forms issued by my department to firms engaged in industrial production in 1975 was 556,000,' said Mr. Huckfield. 'Full details were given to the Hon. Member for Harrow Central on 5 April 1976 (Vol. 909, No. 84, Col. 11). The purpose of the inquiries is to provide a wide range of information about economic developments for use by the Government and by industry and trade and by the public generally. The statistics provide the basis, for example, for the monthly Index of Industrial Production; the quarterly national income accounts; indices of wholesale prices; statistics of sales and orders; statistics of capital expenditure, investment intentions, stock changes, and so on.'

Kearney, Trecker and Marwin Ltd.

Mr. Norman Atkinson (Haringey, Tottenham) wanted to know the current relationship between the Government and Kearney, Trecker and Marwin Ltd.; and if the company has been asked to conclude a planning agreement or some other form of accountability to the Government.

Mr. Williams told him: 'My department hold preference shares in this company, as well as redeemable preference shares and half the equity in a holding company set up when the company was reconstructed in 1974. I hope to bring further proposals before the House shortly. I will bear in mind the possibility of offering a planning agreement; the company will of course continue to be accountable to the department through the monitoring arrangements which are in force.'

Nuclear Enterprise Ltd.

Mr. Michael Grylls (North West Surrey) asked how much public money has been committed altogether by the Government to Nuclear Enterprises Ltd.: (a) by means of equity participation and (b) by means of loans; and what are the conditions under which these loans were made and the date for their repayment.

Mr. Huckfield said: 'In 1967 the IRC subscribed £100,000 for shares in Nuclear Enterprises Ltd. and made the company a loan of £500,000. The loan carried interest at 6.1 per cent compounded yearly with provision for deferment of interest charges for the first two years; full repayment of the loan is due on 31 December 1977. Further information is available in the published IRC Report and Accounts for 1967/68.'

Arab boycott

Mr. Tim Sainsbury (Hove) asked if the Secretary of State for Industry would issue a specific direction to the National Enterprise Board to ensure that no company controlled by the Board co-operates in any way with the Arab Boycott of Israel Office.

Mr. Kaufman answered: 'As the Hon. Member will recall from the statement made by my Hon. Friend, the Under-Secretary of State for Trade, Her Majesty's Government is opposed to and deplores all trade boycotts that lack international support and authority. How commercial organisations deal with particular cases is left to their commercial judgment.

'In these circumstances it would not be appropriate to give the NEB a direction in the matter.'

Clothing scheme

Mr. Max Madden (Sowerby) asked: 'What progress is being made under the Clothing Scheme?'

'The scheme has been welcomed by the industry and I hope its satisfactory progress will encourage more firms to take advantage of the opportunities it offers,' said Mr. Williams. 'The most recent figures on the progress of the scheme were given in my reply to my Hon. Friend on 15 June. My department is closely monitoring the results of the scheme. The Clothing EDC will be discussing the scheme's progresss to date at their next meeting in two day's time.'

National Enterprise Board

Mr. Dafydd Wigley asked the Secretary of State for Industry: 'In what way the powers conferred on him by the Industry Act 1975 have been used to date to establish new manufacturing industries; and how many new jobs can be attributed to the use of the powers of this Act?'

Mr. Huckfield answered: 'My Rt. Hon. Friend has used his powers to provide substantial funds for the National Enterprise Board. These will create and sustain a large number of jobs in new and existing industry.'

Mr. Nicholas Ridley (Cirencester and Tewkesbury) asked if the Secretary of State for Industry is satisfied that the investment activities of the National Enterprise Board are meeting the objectives provided in the Industry Act 1975.

Mr. Kaufman said: 'The Act speaks not of objectives but of the Board's purposes, functions, powers and duties, all of which bear on its investment activities, and all of which it is exercising to my satisfaction.'

Mr. Michael Grylls asked for a statement on the National Enterprise Board's capital structure; and what would be the debt to equity ratio appropriate to its interest in those companies where the Government's shareholding has been transferred to the NEB.

Mr. Kaufman answered that the Secretary of State for Industry is still having discussions with the Treasury and the NEB on an appropriate capital structure for the NEB. As for the Government's interests in companies which have been transferred to the NEB, equity that is transferred will take the form of Public Dividend Capital and loans that are transferred of loan capital.

Sperm oil

Sir John Langford-Holt (Shrewsbury) inquired about research carried out by the Department of Industry or with assistance from public funds into substitutes for sperm oil in the leather, lubricating, cutting and quenching oil industries since 15 March 1973.

Mr. Williams said: 'My department placed a contract last year with the British Leather Manufacturers' Research Association for a study into the utilisation of sperm oil by the leather industry and the evaluation of available alternatives. I hope that it will be possible to publish the report by the end of July.'

Sir John Langford-Holt asked what assistance the Department of Industry would make from public funds for the coming 12 months for research into substitutes for sperm oil.

Mr. Huckfield replied: 'I will consider the need for further expenditure on such research when I have received the report already commissioned from the British Leather Manufacturers' Research Association.'

Government assistance to industry

Mr. Michael Grylls asked how much public money has been committed altogether by the Government to North East Coast Shiprepairers Ltd., SB Realisations Ltd. and Sunderland Shipbuilders Ltd. (a) by means of equity participation and (b) by means of loans; and under what conditions these loans were made and the date for their repayment.

Mr. Huckfield said: 'NECS was a part of the shipbuilding, shiprepairing and marine engineering interests of Court Line which were taken into public ownership in September 1974 for a consideration of £16 million. The terms of the acquisition did not apportion a purchase price to each subsidiary but the Government owns all the 1,800,000 £1 Ordinary Shares of the company. A Government loan of £750,000 was advanced to the Mercantile Dry Dock Co. Ltd., now a subsidiary of NECS, in April 1959 under the Distribution of Industry Act 1945, for the building of a new dry dock. The rate of interest is 5 per cent and the loan is repayable in half-yearly instalments of £25,000 by 1981. It is secured by a first mortgage on the company's assets and is guaranteed by the parent company, North East Coast Shiprepairers Ltd. The company has met all the repayment instalments due.'

Referring to SB Realisations, Mr. Huckfield said: '£12.26 million. Of this £1.26 million is in shares at cost (of which 42,050 are 5 per cent redeemable cumulative £1 preference shares) and a total of £11 million has been loaned to SB (Realisations) Ltd.'s subsidiary, Short Brothers and Harland Ltd. Interest is payable on £8.5 million at rates between 7½ per cent and 8¾ per cent and

£2.5 million is interest free. No repayment date has been specified.

'The Northern Ireland Department of Commerce has also provided Short Brothers and Harland Ltd. with financial assistance.

'The Government owns the whole of the share capital of Sunderland Shipbuilders Ltd. which consists of 11,062,000 £1 shares. Loans to date total £8.5 million. The conditions and repayment terms attached to the loans are set out in note 20 to the balance sheet of the company's 1975 accounts, a copy of which has been placed in the Library of the House.'

Tuesday, 29 June

First and second class postal traffic

Mr. Tom King (Bridgwater) wanted to know the level of first and second class postal traffic in the year to 31 March 1976; and asked for a comparison with the previous year.

Mr. Huckfield replied: 'The Post Office tell me that during the financial year ended 31 March 1976 the provisional total of first class inland letters was 3,035 million (as against 4,353 million in the previous financial year) and the similar figure for second class mail 6,243 million (as against 5,881 million in the previous year). Hence 32.7 per cent was first class and 67.3 per cent second class. I would emphasise that these figures are provisional and subject to audit.'

Trade with Brazil

Mr. Stanley Newens (Harlow) asked for a list of any agreements on trade or contracts placed with British firms which provide improved opportunities for the expansion of exports from Great Britain to Brazil, which arose as the result of the visit of President Geisel to the UK.

Mr. Meacher said that during the state visit of President Geisel a number of economic co-operation agreements were concluded which would provide improved opportunities for the expansion of exports from Great Britain to Brazil. These were:

1 A Memorandum of Understanding was signed concerning the Acominas steel works in the State of Minas Gerais, Brazil. British industrial and banking concerns will lead European participation in the construction of the steel works. Orders for British goods and services will be placed to the value of approximately £110 million.
2 An agreement was signed between the Brazilian State Steel Holding Co. and a British bank for a £50 million line of credit to finance the purchase of UK equipment for the Brazilian steel industry.
3 A Memorandum of Understanding was signed between the Brazilian Federal Rail Network and British participants for the supply and financing of equipment and services for the Belo-Horizonte/Volta Redonda railway, together with complimentary rail links. Orders for UK goods and services should amount to approximately £128 million.
4 An agreement on the transfer of technology relating to the construction of offshore platforms between a British firm and the Brazilian National Steel Co. was ratified.
5 A British bank and Brazil's National Bank for Economic Development (BNDE) arranged a £20 million line of credit for the purchase of UK capital goods and equipment for medium-sized industrial projects in Brazil supported by BNDE.

Forms

Mr. Peter Horden asked how many forms are issued by the Department of Trade or its agencies; how many people or organisations are invited to respond to each of them; and what, briefly, is the general purpose of each.

Mr. Meacher answered: 'The number of statistical forms issued by my department to firms engaged in the distributive and service trades in 1975 was 344,000. Full details were given to the Hon. Member for Harrow Central on 5 April 1976. (Vol. 909, No. 85, Col. 77). The purpose of the inquiries is to provide a wide range of information about economic developments for use by the Government and by industry and trade and by the public generally. The statistics provide the basis, for example, for the quarterly national income accounts; statistics of the turnover of the retail and catering trades; statistics of capital expenditure, investment intentions and stock changes and so on.'

Imports of footwear from Spain

Mr. John Garrett (Norwich South) asked if the Secretary of State for Trade would restore the full rate of duty on imports of footwear from Spain.

'Yes,' said Mr. Meacher. 'The full rate will apply from 1 July to imports from Spain of footwear and other industrial products.'

Textile and clothing industry

Mr. Nicholas Winterton (Macclesfield) asked if the textile and clothing industry had officially asked for assistance under the Industry Act; and, if so, what is the Department of Industry's attitude to this application.

Mr. Williams answered:

1 The Government is considering a request from the wool textile industry for a further scheme of assistance in addition to the £18 million already allocated. It is also considering requests from the Lancashire cotton and allied textile industry and the British jersey fabric industry for schemes under Section 8 of the Industry Act, 1972.
2 The Government has made £20 million available to the clothing industry under Section 8 of the Industry Act.
3 Assistance for employment-creating projects is already available to the textile and clothing industries under Section 7 of the Industry Act. The accelerated projects scheme under Section 8 can assist projects which have been shelved through lack of funds. These projects should be for new investment or modernisation with a capital cost normally exceeding £500,000.'

Mr. Winterton asked what aid is currently given to the textile industry.

Mr. Williams gave the latest available figures showing identifiable financial assistance currently being given to the textile industry:

1 Offers of assistance under Section 7 of the Industry Act 1972
12 months to 31 March 1976
£3.8 million.
2 Regional Development Grants
12 months to 31 March 1976
£10.8 million.
3 Assistance under the Wool Textile Scheme, Section 8 of the Industry Act
£13.6 million has been committed since the beginning of the scheme in July 1973 of which £7.5 million has been paid out to-date.
4 Research Associations
£480,000.
5 One offer of assistance has been made under the accelerated projects scheme under Section 8 of the Industry Act.

In addition 160 firms had applied for temporary employment subsidy up to 18 June 1976.

Mr. Winterton asked for figures showing the value of imports of cotton shirts from: (a) South Korea, (b) Taiwan and (c) Hong Kong for each of the last 12 months.

Mr. Meacher gave the following information:

£'000

		Republic of Korea	Taiwan	Hong Kong
1975	May	11	47	1,230
	June	3	74	2,152
	July	3	51	2,064
	August	1	23	1,797
	September	7	12	1,270
	October	23	41	2,621
	November	47	100	1,400
	December	39	4	2,006
1976	January	33	39	1,623
	February	116	132	2,266
	March	21	37	1,799
	April	9	51	2,013

Note:
These figures cover both woven and knitted shirts.

Price Check Scheme

Mr. Winterton asked for an estimate of the likely increase in the cost of living when the Price Check Scheme ends.

'The main influence on the cost of living in the latter part of 1976 will be the continued restraint on pay,' said Mr. Maclennan. 'The annual rate of inflation has fallen markedly since February when the Price Check Scheme was introduced from 22.9 per cent to 15.4 per cent last month; and the Government expects the fall to continue.'

Nitrophenylenediamine hair dyes

Mr. Laurie Pavitt (Brent South) asked for a reference to the Medicines Commission as a matter of urgency the need to control cosmetic products and prevent damage to health caused by the absorption of nitrophenylenediamine hair dyes through the skin.

Mr. Fraser said: 'Studies in the USA and the UK have shown mutagenic effects in some hair dyes. But long-term carcinogenicity tests have so far produced no evidence that these dyes produce cancer. Further studies are being carried out and I am keeping the matter under review in consultation with the Government's medical advisers. In the meantime, I do not consider there is any need to refer this matter to the Medicines Commission.'

'I hope to be able to circulate later this year draft regulations prescribing safety requirements for cosmetics generally, based on the EEC directive now nearing adoption.'

Wednesday, 30 June

Export of arms

Mr. Frank Allaun (Salford East) asked if the Secretary of State for Trade would make it an offence for British firms to supply arms to intermediate countries, in the knowledge that the final customer is a country regarding which there is a Government embargo on arms supplies.

'This is already an offence,' said Mr. Meacher. 'The Export of Goods (Control) Order 1970, as amended, prohibits the export of arms specified in the Order to all destinations except under licence. Any export licence will specify the destination of the goods. If a person is knowingly concerned with an export with intent to evade these prohibitions or restrictions, an offence will have been committed under the Customs and Excise Act 1952.'

Exports of whisky

Mr. George Reid (Clackmannan and East Stirlingshire) asked for the quantity of proof gallons of Scotsh whisky exported in bulk: (a) to the USA and (b) elsewhere in the world for each of the last five years.

Mr. Meacher said that Scotch whisky is not separately distinguished in the overseas trade statistics. He gave the following information for Scotch and Northern Irish whisky:

Million proof gallons

	To USA	To other countries
1971	11.3	9.2
1972	10.7	9.3
1973	10.7	11.7
1974	12.9	13.1
1975	15.0	14.9

Pilotage

'What is the Secretary of State for Trade's policy toward the Trinity House proposals for a Pilotage Advisory Board?' asked Mr. John Cartwright (Greenwich, Woolwich East).

Mr. Clinton Davis replied: 'It is primarily a matter for Trinity House itself to establish such committees as it considers necessary for the running of its pilotage service. Government policy on the reorganisation of pilotage administration remains as set out in the policy statement of 12 December 1975.'

Mr. Cartwright also asked when legislation would be introduced to implement the recommendations of the SCOP Report on pilotage; what further consultations are being undertaken with interested parties about amendments to the Pilotage Act 1913; and these are expected to be completed.

Mr. Clinton Davis replied: 'Following the Government's policy statement of 12 December 1975 consultations have been held with the Transport and General Workers Union, the United Kingdom Pilots Association, the General Council of British Shipping, the Association of Pilotage Authorities of the United Kingdom including Trinity House and the British Ports Association. My department is in continuing contact with these organisations and I hope that legislative time can soon be found to implement the SCOP Report recommendations.'

EEC anti-trust laws

Mr. Laurie Pavitt asked for the names of the multi-national drugs manufacturers fined for breach of the EEC anti-trust laws under Article 86 of the Treaty of Rome and the sterling equivalent of the sums paid.

Mr. Fraser said: 'I am informed that there have been two such cases concerning respectively the Commercial Solvents Corporation and the Hoffmann La Roche Group. In the former case I understand that a fine of 100,000 units of account was paid, equivalent to £41,666 at the budget unit of account rate; in the latter case a fine of 300,000 units of account (£125,000) has recently been imposed.'

Petrol prices

Mr. Frank Hatton (Manchester, Moss Side) asked what representations have been received concerning the proposed application to the Prices Commission by oil companies for increase in prices for their products;

Mr. Maclennan answered: 'My Rt. Hon. Friend has received a letter from the Petrol Retailers Association, and informed it that any notification of a price increase which is made by an oil company will be considered by the Price Commission under the normal provisions of the Price Code. She has also received from a number of Hon. Members a copy of a letter from an association of retailers in Warwickshire.'

Domestic price levels in Japan and UK

Mr. Tom Litterick (Birmingham, Selly Oak) asked for figures showing the rate of increase of the domestic price level in Japan and the UK, together with figures showing the respective shares of world trade in manufactured goods, for each complete year since 1960.

Mr. Meacher said that, using the implicit GDP deflator as the measure of domestic prices which covers all aspects of the economy and exports of manufactures (section 5 to 8 of the Standard International Trade Classification) by the 12 main manufacturing countries as the measure of world trade in manufactures, the figures were as folllows:

	Domestic prices per cent change on previous year		Per cent share of world trade in manufactures	
	UK	Japan	UK	Japan
1960	1.8	5.7	16.5	6.9
1961	3.3	7.9	16.5	6.9
1962	3.4	3.6	15.5	7.2
1963	2.3	4.4	15.3	7.5
1964	2.5	4.5	14.2	8.2
1965	4.3	5.1	13.8	9.4
1966	4.0	4.9	13.2	9.7
1967	2.9	4.8	12.2	8.8
1968	3.5	4.5	11.3	10.6
1969	3.7	4.3	11.2	11.2
1970	7.8	6.7	10.6	11.8
1971	10.3	4.5	10.9	13.0
1972	10.2	4.9	10.1	13.2
1973	9.2	11.5	9.4	12.7
1974	15.0	20.7	8.8	14.4
1975	28.0	7.3	9.3	13.6

Source:
OECD Main Economic Indicators and Statistics of Foreign Trade Series B.

OECD code for multinationals

Mr. Frank Hooley (Sheffield, Heeley) asked: 'What inspectorate will be appointed to supervise the code of practice for multinational companies recently approved by OECD?'

Mr. Williams replied: 'OECD's Committee on International Investment and Multinational Enterprises will be the forum for member governments to keep the guidelines under review and for resolving problems. The Business and Industry Advisory Committee and Trade Union Advisory Committee will be invited to express their views to the Committee periodically.'

Mr. Hooley asked what steps would be taken by the Secretary of State for Industry to review the code of practice and to monitor its effectiveness over a period of time.

Mr. Williams said: 'OECD's intergovernmental consultation machinery will provide the main forum for monitoring and review. Departments concerned will keep in touch with developments in the course of their contacts with UK industry and it will be open to the parties concerned to bring to the attention of the Government any cases of difficulty which may arise. Studies in hand in the various specialist Committees in OECD should also provide information on particular aspects of multinationals' activities connected with the guidelines.'

'How far does the code of practice accord with the findings of the United Nations Committee of Experts currently studying the same problem?' asked Mr. Hooley.

'The programme of work submitted for approval to the July session of the Economic and Social Council (ECOSOC) by the UN Commission on Transnational Corporations accords priority to work on a Code of Conduct and recommends that a Working Party by established for this purpose', said Mr. Williams. 'Studies on the proposed Code will not begin until ECOSOC has given its approval.'

Thursday, 1 July

Index of retail prices

Mr. Michael Neubert (Havering, Romford) asked by how much the retail prices index has increased since the establishment of the Price Code and the Price Commission.

Mr. Maclennan told him that the Price Commission came into being on 2 April 1973 and the Price Code commenced on 29 April 1973. Between April 1973 and May 1976 the retail price index rose by 68.5 per cent.

Brentford Nylons

Mr. Max Madden (Sowerby) asked when the Industrial Development Advisory Board considered proposals for plants belonging to Brentford Nylon to become a workers' co-operative and what views the Board expressed on the proposal.

Mr. Williams said: 'In recommending that assistance should be made available to David Whitehead Ltd., the Board took account of the case advanced by the workers' representatives for a co-operative and the likely cost to the Government.'

Oil revenues

Mr. James Sillars (South Ayrshire) asked: 'Where oil revenues are now being directed to improve employment conditions in England and Wales, especially in areas which have been damaged by years of neglect and a plethora of dying industries?'

Mr. Williams answered: 'The Government has pledged that all parts of the UK most in

need will receive their full and fair share of the benefits from the energy resources of the continental shelf, which belong to the UK as a whole. Moreover, particular sources of revenue are not allocated to particular spending programmes. While the Government will be deriving considerable revenue from the North Sea by the end of the decade very little has been received so far.'

Telephones

Mr. Dafydd Wigley asked for the number of telephones per 1,000 population in Wales, Scotland and England, respectively.

Mr. Huckfield said 'The Post Office tell us that the figures for total exchange connections in their national regions are 191, 230 and 245 respectively.'

UK production of ships

Mr. John Moore (Croydon Central) asked for a table showing for each year since 1960 what percentage of world production of ships, in terms of gross tons, was produced in the UK.

Mr. Huckfield gave the following information:

MERCHANT SHIPS OF 100 GROSS TONS AND OVER
Gross tonnage completed in the UK as a percentage of world production

1960	15.5	1968	6.2
1961	17.2	1969	4.4
1962	12.4	1970	6.3
1963	12.1	1971	5.1
1964	8.3	1972	4.5
1965	10.9	1973	3.5
1966	7.6	1974	3.6
1967	7.8	1975	3.4

Source:
Lloyds Register of Shipping.

HS146

Sir Paul Bryan (Howden) asked if the Secretary of State for Industry would authorise resumption of work on the HS146 aircraft 'in view of the fact that the aircraft is of a size that the cost of going it alone as a national project is within Great Britain's capacity and would enable Great Britain to retain a foothold in the world civil airliner market, and in view of the fact that the market for an aircraft of this type remains despite the oil crisis and the financial troubles of major route airlines.'

Mr. Huckfield answered, 'My Rt. Hon. Friend is urgently considering HSA's proposals for further limited Government expenditure on the HS146. These proposals stop well short of a full relaunch of the aircraft which Hawker Siddeley Aviation themselves say would not be fully justified at present. Detailed market assessment studies are continuing in order to permit a decision on whether or not to relaunch the plane as a fully fledged commercial project at the earliest practicable time. In the meantime work on the project continues at Hatfield under the terms of the Government's holding contract.

'While the HS146 project is one which we could undertake alone this is only one of the options open to us. We aim to obtain our share of future civil aviation orders in this category.'

Anti-dumping application – men's suits from E. Europe

Mr. Max Madden asked about progress in respect of the anti-dumping application by the Clothing Manufacturers' Federation, on 11 March 1976 relating to men's and boy's suits wholly or mainly of wool, man-made fibres, cotton or other materials originating in Romania, Hungary, Poland, Czechsolovakia, East Germany and Bulgaria.

Mr. Meacher replied; 'The preliminary application from the Clothing Manufacturers' Federation did not provide the department with all the information that was necessary. The Federation was asked for further details, the latest of which were provided on 21 June. All the evidence is being examined urgently to determine whether there should be a formal investigation.'

UK seaborne trade

Mr. Michael Marshall (Arundel) asked for the percentages of British imports and exports currently transported by British ships.

Mr. Clinton Davis replied: 'The proportion of the UK's seaborne imports transported in British ships in 1975 was 40 per cent by value. The corresponding figure for exports was 52 per cent.' (See page 115.)

Stansted Airport

Mr. Eric Moonman (Basildon) asked what extensions are being planned for Stansted Airport, Essex; and what has been the percentage growth in the number of flights and passengers during the last three years up to the latest available date.

Mr. Clinton Davis answered that apart from minor additions to cargo facilities now in progress, the British Airports Authority had taken no decisions on future extensions at Stansted. The growth in traffic over the last three years was as follows:

	1973/74	1974/75	1975/76
Terminal passengers	179,500	207,800 (+16%)	241,000 (+16%)
Total aircraft movements	30,423	31,969 (+5%)	32,717 (+2%)
of which air transport movements	3,228	3,474 (+8%)	3,484 (—)

Birmingham Airport

Mr. Sydney Tierney (Birmingham, Yardley) asked about proposed arrangements in the context of the recent consultative document to consult interested bodies about the future development of Birmingham Airport, and if arrangements would be made to discuss the future of the airport with those bodies who are opposed to its development.

Mr. Clinton Davis answered: 'As I stated in my reply to the Hon. Member for Teesside, Thornaby, on 24 June (*Trade and Industry*, 2 July page 19) it is the Government's intention that all those concerned with airports' development should have adequate opportunity to express their views on matters raised in the consultation document on regional airports. Nearly 1,000 local authorities, economic planning councils, airport authorities, airport consultative committees, airport employees organisations, amenity groups and other bodies throughout Great Britain, including the Birmingham area, have been informed of the publication of the document and invited to participate in the consultations. My department will welcome views from these and other organisations concerned. No decisions will be taken in advance of the consultations.'

Friday, 2 July

Iron and steel

Mr. John Moore (Croydon Central) asked for a table showing for each year since 1960 what percentage of world production of iron and steel was produced in the UK.

Mr. Huckfield gave the following information:

UNITED KINGDOM PERCENTAGE SHARE OF WORLD PRODUCTION
Per cent

	Pig iron (including blast furnace ferro alloys	Crude steel
1960	6.3	7.2
1961	6.0	6.3
1962	5.4	5.8
1963	5.5	6.0
1964	5.7	6.2
1965	5.5	6.0
1966	4.8	5.2
1967	4.4	4.9
1968	4.4	5.0
1969	4.1	4.7
1970	4.1	4.8
1971	3.6	4.2
1972	3.5	4.0
1973	3.4	3.8
1974	2.7	3.2
1975	2.5	3.1

Source:
Iron and Steel Statistics Bureau.

BAC 1-11

Mr. Kenneth Warren (Hastings) asked if the Secretary of State for Industry would support plans submitted by the British Aircraft Corporation to HM Government for the construction of five more BAC-111 aircraft in advance of receipts of orders for these aircraft.

Mr. Huckfield said: 'As I recently explained to the House, BAC's proposals for an extension of its underwriting agreement to cover manufacture of five aircraft on a speculative basis are under consideration by the Government. Further discussions have recently been held with the company to clarify what they are seeking and the extent to which they are prepared to share the risks involved.'

Chrysler UK and Iran

Mr. Kenneth Warren (Hastings) asked: 'What has been the effect of the devaluation of sterling on the trade deal between Chrysler UK Ltd. and the Government of Iran?'

Mr. Williams replied: 'The contract which Chrysler United Kingdom has with the Iranian National Industrial Manufacturing Company is priced in sterling and has an escalation clause which permits price rises based on the United Kingdom mechanical engineering index. Adjustments to contract prices can be negotiated six-monthly although not retrospectively. The decline in value of the pound increases the cost only of the imported content of the Iranian kits. These increased costs, which are in any event low because the import content is small are, to a large extent, covered by the escalation clause. The net effect on the profitability of this contract of changes in the value of the pound is, therefore, very small.'

Waste recycling

Sir John Langford-Holt (Shrewsbury) asked for a statement on progress towards a national policy for resource recovery from waste over the last 18 months.

Mr. Williams answered; 'Our policy is to make the greatest practicable use of indigenous resources where it is economic to do so. In accordance with this policy, the Government set up, 18 months ago, the Waste Management Advisory Council to review the development of waste management policies in the UK and to make recommendations aimed at increasing the recycling of waste materials. Dr. Robert Berry was appointed Director of the National Anti-Waste Programme in January to carry forward the work of the council, including the recommendations contained in its first report.'

Lonhro Group

Mr. John Lee (Birmingham, Handsworth) asked if the Secretary of State for Industry would undertake not to disburse any part of the £5 million recently offered to the Lonhro group of companies under the provisions of the Industry Act or to give any other kind of financial assistance until after the Department of Trade report on Lonhro has been published and debated in the House.

'No Sir', said Mr. Williams. 'The purpose of the assistance offered to David Whitehead Ltd., is to preserve the investment and jobs at Cramlington and Felling.'

Gold coins

'What criteria are employed in the granting of licences to import and export gold coins?' asked Mr. Michael Brotherton (Louth).

'Import licences in respect of gold coins minted after 1837 are normally granted only to authorised dealers in gold, for sales only to persons resident outside the UK,' said Mr. Meacher. 'A specific licence would be required for the export of any gold coin over 100 years old and, either individually or as part of a set, valued at £4,000 or more. Such a licence would normally be granted unless the coin were of national importance as defined in the Waverley Report on the Export of Works of Art etc. The export of gold coins is also subject to exchange control permission and approval is normally given provided payment is received in the prescribed manner, ie against payment in sterling from, or eligible for credit to, an external account or in any foreign currency other than Rhodesian currency.'

Tourism

Mr. John MacGregor (South Norfolk) asked: 'What sums by way of grants and loans have been paid in each of the last five years under Section 4 of the Development of Tourism Act 1969; if these will be allocated as between the different regions; and to what extent grants and loans had fallen short of the maximum allocations permissible for these purposes in each year?'

Mr. Meacher said: 'The Scottish and Wales tourist boards are the responsibility of My Rt. Hon. Friends, the Secretaries of State for Scotland and for Wales respectively.

'Comparison of financial provision to the English Tourist Board for expenditure under Section 4 and corresponding expenditure for the years in question shows that after an uncertain start (expenditure of nearly £91,000 in 1971/2, leaving an underspend of £310,000 the programme consolidated to one of £1.31 million last year on which there was an underspend of £30,000. The increased programme for this year is likely to be achieved with nothing to spare.

'More detailed figures of annual provision in the estimates for the English Tourist Board for each of the years in question are available in Clause IV of the Annual Estimates placed in the Library of the House; corresponding annual expenditure is set out in the board's annual reports, also available in the Library. Under arrangements approved by Ministers, such assistance is confined to expenditure in the development areas but subject to this, regional allocation is at the discretion of the board.'

Exports by multi-national companies

Mr. J. M. Craigen (Glasgow, Maryhill) asked what percentage of UK exports last year was derived from sales by multi-national companies in the UK, compared with five and 10 years ago.

Mr. Meacher answered that the available information relating to the percentage of UK exports accounted for by UK enterprises with overseas direct investment links in the years 1970 to 1973 was published in Table 44 of the Business Monitor M4, Overseas Transactions 1973. Similar information in respect of 1974 would be published in the corresponding Business Monitor for 1974 in two to three weeks time.

Nation Life

Mr. Robert McCrindle (Brentwood and Ongar) asked on what basis the Secretary of State for Trade is challenging costs involved in the Nation Life liquidation.

'The costs in question are the legal costs of the liquidator of Nation Life Insurance Co. Ltd. on applications he made to the Court,' said Mr. Clinton Davis.

'The draft minutes of the order made by the court provide for taxation (ie determination by the Court of the amount) of the legal costs on a "trustee" basis which I am advised is inappropriate and over generous. Accordingly it is proposed to ask the court to reconsider the basis on which the costs are to be taxed.'

Price Commission report on potato trade

Mr. George Rodgers (Chorley) asked if the Secretary of State for Prices and Consumer Protection, had received a further monthly report from the Price Commission on distributors' margins in the potato trade.

'I have received the Price Commission's fourth report and arranged for copies to be placed in the Library', Mrs. Williams replied. 'It finds that percentage margins of secondary wholesalers and retailers did not rise overall during May, while cash margins tended to fall back in line with the reduction in potato prices during the month. Detailed information about producer prices of imported potatoes is not available but a reduction in the ex quay price of Cyprus potatoes was reflected quickly in wholesale and retail prices.'

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Britain's agricultural machinery exports

In the week of the Royal Show, John Bentley looks at the extent to which the export of agricultural machinery is contributing to Britain's balance of trade

With a trade balance in 1975 of £448 million, the agricultural engineering industry is near the top of the big league in trade – in front of aerospace for example in terms of the balance of trade. The industry is largely unsung outside its own sphere, but this week the centre of attention has been focussed on the Royal Show, held annually at the National Agricultural Centre (NAC), Stoneleigh.

Stoneleigh, as it is known, holds a unique position as the National Agricultural Centre with a permanent site at which activities are carried on throughout the year. Although most people associate the site with the Royal Show, it does accommodate other exhibitions, conferences and demonstrations and reflects the activities of the Royal Agricultural Society of England (RASE). This was founded as the 'English Agricultural Society' in 1838, its objects being the general advancement of English agriculture and its motto 'Practice with Science'. The first Royal Show was held in 1839 and the Society received its Royal Charter and present name in 1840. The charter gives 11 objectives for the society's work; the 11th, which was added in a supplementary charter in 1953, well summarises them all as being '. . . to encourage good husbandry, agricultural craftsmanship and forestry . . . and to disseminate knowledge and information relating to farming both at home and abroad'.

The society now has a staff of about 70, based at the NAC together with a small group remaining at the London office. A series of committees direct the work of the society in the normal way for a charitable organisation of this kind. The input of members of the society's council and others – leading farmers and agriculturalists from all parts of the country – is essential to the work and reputation of the society. There are about 16,000 members of the society and it is on them that the society ultimately depends for its influence.

For its first 50 years the society played a dominant role in agricultural extension work and technical development. The Board of Agriculture had been wound up, and the Ministry of Agriculture had not been formed. The society inspired seed trials and machinery trials. It paid increasing attention to agricultural education and helped to establish the Royal Agricultural College at Cirencester, with which it has always retained close links. It was instrumental, with others, in setting up the National Diploma in Agriculture and the National Diploma in Dairying examinations. With the later development of publicly funded educational and advisory services the society's major role in agricultural education and extension work was taken over by the state, and the NDA and NDD examinations, for example came to an end only two years ago.

The precise role of the society is not easy to define. It tries to act as a catalyst when a new situation arise , or when some gap is apparent in the services being provided by the state. As a charitable and independent organisation it has the one great asset that it has no ulterior motive – it can act when it sees a need. Under its charter the society is bound to remain aloof from any matter of a party political nature, but this does not inhibit its involvement in anything to do with the well-being of British agriculture.

UK AGRICULTURAL ENGINEERING INDUSTRY

	Jan./Apr. 1975 £ million	Jan./Apr. 1976 £ million	Percentage change 1976/75
Exports			
Agricultural machinery	41.2	44.3	+ 8
Tractors	85.8	131.7	+53
Tractor parts and accessories	49.7	62.9	+27
Engines for tractors	18.3	25.2	+38
Total	195.0	264.1	+35
Imports			
Agricultural machinery	29.4	32.6	+11
Tractors	7.5	10.4	+39
Tractor parts and accessories	18.9	24.3	+29
Engines for tractors	2.4	3.6	+38
Total	58.2	70.9	+22
Balance of trade			
Exports	195.0	264.1	+35
Imports	58.2	70.9	+22
	136.8	193.2	+41

Source: The Agricultural Engineers Association Ltd.

An aerial view of the 1975 Royal Show at Stoneleigh.

With the establishment of the NAC two main strands came together, the necessity to have the Royal Show on a permanent site, and an awareness that the RASE needed to take new initiatives in technical demonstration. The society is responsible for two farms, one at Sacrewell near Peterborough and the other at Stowford in Devon, where it demonstrates appropriate techniques relevant to the type of farm and the area. Beyond that it is increasingly active in regional demonstrations – major examples include the Arable Fair held at Sacrewell in 1974, and demonstrations held in 1975 in conjunction with the Cheshire Agricultural Society and Royal Cornwall Agricultural Association, to name only two. The policy of co-operating with regional agricultural societies, as well as national bodies concerned with the particular subject, is now an established part of the society policy.

With the move to Stoneleigh the show demonstrations took a more permanent character and the concept of a National Agricultural Centre, a place where all engaged in agriculture could study and exchange ideas on new techniques, machines and systems in a practising farm environment, came into being. The NAC was officially opened by the then Minister of Agriculture in 1967, only four years after the move to Stoneleigh. It consisted of some livestock demonstration units, where people could see the best husbandry techniques in practice in a working environment, together with a growing range of permanent show buildings. There are now five of these livestock units which are made up as follows:

Pig demonstration unit. This unit operates on a regular five-year plan and is an influential proving ground for many systems and items of equipment. Stocking rate is at present 150 sows, to be increased to around 200.

Beef and calf unit. The beef unit demonstrates housing, management, feeding recording, etc., techniques covering five different beef systems from both dairy and suckling calves. Bull beef production is a regular unit feature. The calf unit can house up to 150 calves and features different systems.

The dairy unit. The dairy herd now consists of 70 cows on 40 acres of grassland and 12 acres of maize for silage. Demonstrations cover disease control, dairy husbandry, milking and management systems and supporting record keeping.

Poultry unit. The unit comprises six controlled-environment houses accommodating up to 20,000 birds. Fixed equipment is constantly being up-dated, and particular attention is paid to egg and table bird production.

Sheep unit. A 'follow-n-flock' is one of three systems demonstrated by the sheep unit, all concentrating on fat lamb production. Various housing designs, handling yards and a special exhibition of sheep husbandry are on display. The preservation of rare breeds of sheep is an interesting aspect of the unit's work.

These are all run under the auspices of management committees with representatives of the sponsoring bodies and chaired by the RASE's agricultural director. Considerable assistance is given by officers of ADAS who have a permanent base at the NAC.

EEC agriculture commissioner M. Lardinois, who opened the Royal Show on 5 July, presents a bronze medal to Mr. Stevens of Farmhand Ltd., whose machine was entered in the new implement category.

The Diary of Events for 1975 contained approximately 700 separate entries, in other words about two events every day. Obviously these vary enormously in size and many are small and highly specialised. Many are related to the leisure aspects of rural life – the horse and dog in particular – but in terms of the centre's prime agricultural purpose they ranged between 'Muck '75' – a national two-day farm waste demonstration and the International Agricultural Aviation Congress.

In addition to these activities the RASE and ADAS jointly organise a series of technical conferences. Virtually every week from October through April each year a conference is held on some specialised aspect of agriculture, attracting an audience which may be as little as 30-40 for highly specialised seminars, or as many as 250 for a subject of broader interest.

During the last two years the society has been playing an increasingly active role in farm interpretation. In 1975, in addition to what was done at the Town and Country Festival, there were 20 'open' Sundays when the work of the demonstation units and other aspects of conservation and rural life were explained to predominantly urban visitors.

The society also lets the facilities of the centre very frequently to other organisations. This aspect is important because this is what the centre is there for, and it generates much-needed revenue.

Almost £500,000 is currently being spent on the construction of six new buildings at the National Agricultural Centre. Organisations involved in building programmes are the National Farmers Union, Agricultural Training Board, National Equestrian Centre, Agricultural Mortgage Corporation, J. H. Dewhurst Ltd. and the Royal Agricultural Society of England.

'These new projects are planned mainly for year-round usage,' said John Hearth, RASE chief executive. 'In the light of the present economic circumstances, to see investment on this scale taking place at the National Agricultural Centre is not only most encouraging, but also we feel a substantial vote of confidence in the concept.'

The concept of the National Agricultural Centre has proved to be a bold one. There is as yet nothing like it anywhere else in the world, although since its development it has attracted flattering attention from other countries, at least one of which has advanced plans for a very similar centre, and another (European) country is closely studying it. In conferences, demonstrations, and a wide range of agricultural activities it is fair to say that many agricultural roads now lead to Stoneleigh.

Relocation problems and benefits

Howard Rotavator Co. Ltd. is the main UK subsidiary of Howard Machinery Ltd., which manufactures and sells farm machinery throughout the world. The equipment is manufactured in the UK and sold at home and in many overseas markets. Until 1974 the main manufacturing unit of the company was located at West Horndon in Essex, with other factories at Harleston, Norfolk, and Halesworth, Suffolk.

The West Horndon plant was started in 1938 and had grown from a very small operation to a factory of 50,000 sq. ft covered area which housed the manufacturing operation, design, development, engineering and sales operations, and all the subsidiary departments which made up the company.

Much of the factory was built immediately post-war and had been added to from time to time, with low-cost buildings which by the mid-1960's were becoming a maintenance headache for the company.

The factory itself was located in the London green belt and the company has been experiencing great difficulty in obtaining the necessary IDCs and planning approvals for necessary growth. Also, because it was in an area of high employment the company experienced difficulty in recruiting staff and workers for expansion at West Horndon although a very good workforce has been built up there.

The company therefore had to decide what it should do to ensure its future expansion and in particular the implementation of a modernisation programme for its manufacturing operation which was becoming overdue.

It was considered that the best way ahead was either to expand on the already well-established East Anglian plants at Harleston and Halesworth or, if this was not feasible, to establish a new plant in East Anglia and transfer work, staff and facilities, eventually disposing of the West Horndon site. This had become too restricted and was incapable of being modernised except by a complete rebuilding programme which was not feasible from a cost angle.

The possibility of expanding both Harleston and Halesworth was examined and it was found that both factories had already reached a size limit which could not easily be extended. Harleston is a small East Anglian town with a population of approximately 1,900 and by 1970 the factory was employing more than 600 people and it was already becoming difficult to recruit labour in any numbers without bussing them in from the surrounding areas. It was felt that although there was still some growth available in the factory it was not enough for the company's immediate needs. Much the same problem existed at Halesworth, which was largely an iron and steel foundry. The town of Halesworth had a population of 3,450 and the Howard factory employed approximately 500 people.

It was decided that a new site and a new factory was the best answer to the re-location problem and with the already strong East Anglian connection which included, in addition to the Harleston and Halesworth factories, a large operation at Saxham, two miles outside Bury St. Edmunds, where another Howard Machinery Ltd. subsidiary, J. Mann and Son Ltd. operated, that a further factory in East Anglia would be the best answer for the company.

In coming to this conclusion the company took into account the relatively short distance (80 miles) of any new East Anglian site from West Horndon, and hoped that a large proportion of their West Horndon personnel would move with them. Another factor was the nearness of East Anglian ports – in particular Felixstowe – from which more and more of the company's products were being exported.

In searching for a new site it was also considered that the new factory must be located within easy travelling distance of a large centre of population to ensure a good supply of labour. Ipswich met all the requirements well and when a site was found in a small town just to the north-east of Ipswich which would suit the company's requirements an approach was made to the Department of Trade and Industry for IDCs to build a new factory.

The company had already been told that no further IDCs which would result in increased employment would be granted for West Horndon and the issue of ICDs for Harleston and Halesworth was also becoming more and more difficult. The result of the IDC application for Ipswich was a refusal and the company was, to say the least, very disappointed, particularly when faced with the problems of buildings, plant, labour recruitment and accommodation at West Horndon growing almost daily and a market which was unable to be satisfied by the output of the existing factories.

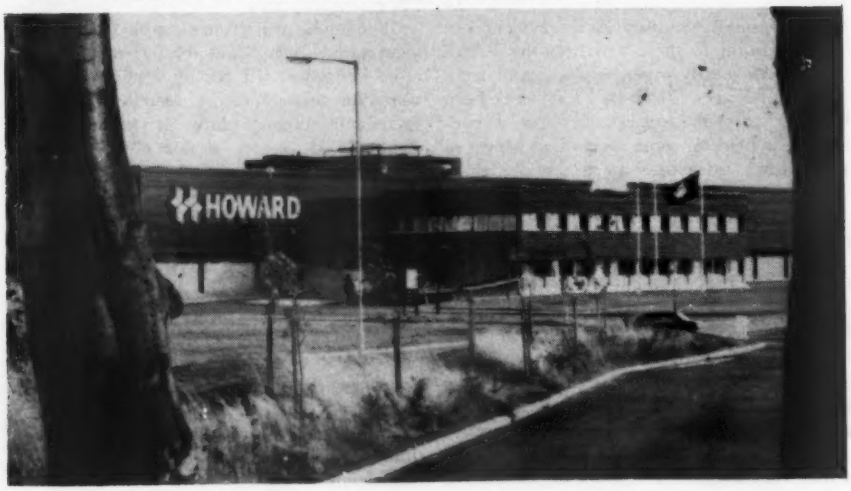
Talks, however, were started with the DTI and it quickly became clear that the Department were only prepared to help if a factory were to be built in a development area. Company executives visited the UK development areas and came to the conclusion that the best place would be in the north-east of England, mainly because of the reasonably easy road access from East Anglia. Although distances were large the good roads north from East Anglia made the north-east an obvious choice.

Faced with the inevitability of moving to a development area, the company put a plan to the DTI which was felt to meet their requirements. The plan was that Howard Rotavator would move out of West Horndon in 1974. A new factory making a range of components which could be easily and cheaply transported by road would be built at Washington New Town, County Durham. An assembly plant would be built at Ipswich to take advantage of the proximity of Felixstowe and other east coast ports and a new administration headquarters for the company be built at Saxham, where the group already owned suitable land for its requirements.

The Washington factory, to employ about 450, would be a large machine shop and a blade manufacturing plant. No assembly would take place there because of the high cost of transport of complete machines.

The Ipswich factory would be purely assembly plant, initially for the company's main products, rotavators. It would be supplied with components from the other UK factories, including Washington. Harleston and Halesworth would be expanded to some extent to accept work which was being done at West Horndon, which could not go to Washington.

The new Howard Rotavator factory at Washington, Tyne and Wear.



This plan was agreed by the DTI and the selection of sites and the detail planning of the project started immediately. A move had been made to find a purchaser for the West Horndon site and on acceptance of the company's plan the sale was concluded, Howard Rotavator agreeing to be off the site by March 1975.

A six-acre site on an industrial estate being developed within the city boundaries by the Ipswich Corporation was secured and an eight-acre site, with options on further land for expansion was taken at Washington New Town. The help given to the company not only in selecting a site, but in every way by the northern office of the Department of Industry was invaluable and made the whole Washington project much simpler than it otherwise would have been. The Washington Development Corporation could not have been more helpful and eventually the Architects' Department of the Corporation were appointed the company's agents for the construction of the factory.

Advantage was taken of the regional development grants available and selective assistance available to the company for the Washington plant which enabled the company to put up a better building and equip it to a higher standard than would have been possible without them.

A planning group was set up within the company to plan the whole re-location operation. Preliminary layouts of the new factories were completed; the Architects' Department of the Washington Corporation did the initial design and the contract for the factory was placed in December 1975 with Messrs. Brims and Co. Ltd. of Newcastle upon Tyne for the detail design of the factory and its construction with a completion date of October 1974. The Ipswich factory proceeded with a similar timetable but the factory construction was undertaken by the company's own building department.

The company was naturally very concerned that the workforce for operating the new factory at Washington should have training for the job and that the training should start as early as possible. The Department of Employment at Newcastle were particularly helpful and were able to direct suitable trainees towards training courses which would suit the company's operations. The company was also able to take a small factory on a short lease from the Washington Development Corporation to start the training of a nucleus of workpeople who would then be able to move straight into the new factory and thus help to reduce the start-up time.

The new Washington factory was to have a covered area of 103,000 sq. ft with 3,650 sq. ft of offices. Construction was delayed mainly because of material shortages and the three-day week period but the company was very fortunate in the choice of contractor who went to extraordinary ends to get over difficulties and complete as early as possible.

The company took over the first areas of the factory in July 1974 and the whole building operation was completed in February 1975. Unfortunately, very few of the company's workers from West Horndon elected to move to Washington so that factory was largely started on those people who had been trained at the leased factory, but of the 450 workpeople recruited in the area only 50 had had any training in the company's work. However, our new employees rose extremely well to the occasion and production was soon underway, albeit slowly at first. Productivity is now building up well and the whole Washington operation is becoming an important and efficient part of the company's operation. The Ipswich factory of 79,000 sq. ft was completed in February 1975 and is now working very well.

The UK company's headquarters operation was transferred to new buildings at Saxham, Suffolk which also houses the Central Production Control Department and a large spare parts operation.

The West Horndon premises were finally closed in February 1975. The company now has very modern facilities to suit the market for its products for many years ahead, but the huge re-location programme naturally caused many problems for the company which it is now well on the way to overcoming. The company feels that it has laid the foundations necessary to ensure its future growth in the UK provided the right industrial climate is created to enable reasonable profit to be produced. Without this profit there can be no confidence for investment for the benefit of employees, shareholders or the general community.

Building up the Howard Group's export markets

by P. Coleclough, Chairman of the Howard Group

A Howard E Series Rotavator working in rice in Ceylon.

Before 1946 only a handful of Howard's machines had been exported and it was in that year that an 'export department' of two men and a secretary was created.

At that time the product range consisted of one model, the hand-controlled 'Gem' Rotavator, a really heavy duty unit which was, and still is, ideal for the professional grower and contractor.

The first countries in which contributors were appointed were Holland, Denmark and Norway, followed by South Africa and Egypt. The European distributors were appointed after visits had been made to select the most suitable firms and to obtain information about the market potential. A London company was selected to handle the South African market and in the case of Egypt the importer was appointed through correspondence. Lack of money restricted travel and this taught us our first lesson. We learned that it is rarely possible to appoint a successful distributor without considerable research in the country concerned carried out by a senior factory-trained representative.

By 1948 we were shipping to over 40 countries and exporting nearly 50 per cent of our turnover. By then we were represented in markets as widely spaced geographically as the USA, Finland, Venezuela, Argentina, South Africa and India.

By this time we had devised a system for exploiting markets. Lengthy trips were made to a wide number of countries—one for example started in early November 1947 and was completed at the end of February 1948. The initial flight was by a Lancaster aircraft, a somewhat chilly trip across the Atlantic in a bomber converted to take 12 passengers. This three-and-a-half month trip involved visits to 27 countries, 52 flights and the time spent in the air was 151 hours. As a result importers were appointed in 14 West Indian and Latin American countries.

We had decided that the only way to sell our product – and indeed this still applies today – was by demonstration of the machine under the actual soil conditions in which it would be expected to work. It did not take long to realise that farm and horticultural

The Howard Rotaspreader in action in South Africa.

machinery is not sold but 'taught' and that every grower seems to consider his land is unique and, understandably, is seldom prepared to buy a piece of machinery until he has seen it work on his own land.

Our plan was to send a number of units, each to a different country, consigned to the order of a director or manager who was travelling. He would then clear the goods through the customs, find the most suitable importer, carry out several demonstrations and leave the machine behind for subsequent use. He would then teach the newly-appointed distributor's staff the correct application of the machine, the starting up procedures and the after-sales service procedures. This was followed up on his return to the UK by mailing literature and other sales aids and by much correspondence. The initiation of correspondence was helped by the friendship and trust built up during the visit. An absolute rule was that all export mail had to be answered on the day that it was received and this proved to give a great deal of confidence to the overseas distributor. This mutual trust was fostered by at least an annual visit to each country to which we were shipping machines.

From 1948 onwards we started to enlarge our product line, initially by building Rotavators for attachment to tractors, and subsequently by making a range of innovative farm machinery. We also distribute sealed storage equipment for agricultural and industrial users.

It soon became evident that in some countries we were not getting far enough fast enough by these methods. We were competing for time and indeed we were trying to buy time from importers and distributors who were marketing other and more readily saleable merchandise. The most suitable people to sell our products were those who had a tractor franchise and it was considerably easier for them, and probably more profitable at that stage of the game, to sell tractors and simple conventional implements than it was to sell a relatively sophisticated and somewhat complicated piece of machinery like a Howard Rotavator. We got the time whilst our men were in the area but as soon as they left interest seemed to fall away no matter how hard we tried to revive it by correspondence, by sales aids, by films and by more and better systems of selling as the years progressed.

So we started to form our own sales companies overseas, again devising a simple procedure for setting them up. We rented a small warehouse without any form of showroom, put into it a stock of machines and used the wooden crates in which they came for the binning of spare parts. The revenue from the sales of these machines provided on-going finance for these ventures. We staffed the organisation with a manager, very often a factory-trained one, who was assisted initially by one salesman, a book-keeper, a secretary, a parts man and a service engineer. It was the job of this small team to get out and about, to demonstrate machines in the field, to appoint dealers, to give after sales service and build up the business. Since they were all our own employees, devoting 24 hours a day to our own business, we no longer had to buy time and our overseas company quickly expanded sales.

We never sold directly to the farmers since we were convinced that if we were to create competition for the local farm machinery dealers we would be killing our chance of their taking on our line of equipment. When we were unable to persuade a dealer to handle our machines we went out and gave demonstrations to farmers and when a sale was made the farmer was directed to his nearest dealer. We then got in touch with the dealer and told him that we had already made the sale of a machine. We passed the order to him, having shown him the potential the next step was to point out that he could never make money unless he invested in something to sell. By this method we gradually built up a chain of dealers throughout the country.

Companies were formed in the 'forties in South Africa, USA, Australia and New Zealand; in the 'fifties in France, and Germany, and in the 'sixties and 'seventies we established subsidiaries or joint venture companies in seven other countries.

It was necessary in some countries to start our own manufacturing units in order to get around the tariff barrier. In some cases it was equally as important to contain the local competition which might otherwise have exported their machines into other countries at the expense of Howard machines.

Wherever possible we send parts and sub-components made in England to these manufacturing units, but we are not always able to do this due to import restrictions or excessively high import duty.

Right from the start it seemed to us that most small farm machinery manufacturers produced implements which were suitable only for their local crops. This was understandable since most of them originated from the local blacksmith or maker of horse-drawn implements. They had the complete trust of their local farmers and knew their territory intimately. Bearing this in mind we decided to follow a different course and to concentrate on four particular crops, sugar cane, rice, cotton and coffee. We carried out our research in the wet rice fields of Cuba, in the sugar cane areas of the West Indies, in the coffee plantations of Kenya and in the cotton fields of the United States. Special machinery was designed for these crops. Care was taken to produce the correct width of machinery to cultivate between cane rows, equal care was taken to produce a type of 'stirrup blade' for use in coffee to promote the retention of moisture in the soil whilst retarding the growth of grass between the trees.

Now that we have established companies in 13 overseas countries we have the ability to carry out more research on the spot.

For example, there are great soil erosion problems in Brazil, our presence there has enabled us to contribute to the curing of these problems by the research into suitable machinery. This has led to many sales of implements, the development of which would have taken months if not years longer if we had been forced into doing it in the UK rather than under the actual conditions of work.

We have found that in our business we have benefited enormously from our apprentice scheme. The highly trained ex-apprentice is the ideal man for spreading the gospel of rotavation and indeed of Howard Machinery in overseas territories. Dedicated young men who are prepared to go overseas, either temporarily or permanently in order to practice what they have been taught are invaluable to our marketing success.

It is our view that our export success has been very considerably aided by such education. Our customers appreciate the man who is happy to get his hands dirty and who is prepared to spend time 'up country' solving the agronomical and engineering problems which arise.

Our customers are particularly pleased to have in their territory these trained engineers who, by their knowledge of the product not only teach its benefits but are able to ensure that its initial use is correct and that its continued use is guaranteed by the right education in its features, its benefits and its after-sales service.

In sophisticated countries we have learnt that 'if its British it has to be better' otherwise why should it be used. In unsophisticated countries we have learnt that it is wrong to believe that gently, gently catches monkey – people who can progress in a generation from the ox to the jet can equally be taught the advantages, and perhaps more important, the correct use and care of relatively sophisticated machinery.

We have twice gained the Queen's Award for export because of our philosophy that with a hugely growing world population there must be an expanding demand for our agricultural machinery. The Howard Group suggests that – 'if you give a man a fish he will have a meal: if you teach him how to fish he will eat all his life.'

Trade Information

Britain's path to economic recovery: Mr. Dell

There is greater hope today that Britain will succeed in making herself permanently one of the stronger economies instead of 'languishing in the self-indulgence of an economic weakness bolstered only by massive loans from abroad', Edmund Dell, Secretary of State for Trade, told the Equipment Leasing Association in London on 29 June.

'I believe that there are three reasons for greater hope,' he said. 'The first is precisely that the Government has rejected the road of domestic reflation, a road which, however appealing some may find it, would in fact rapidly precipitate disaster.

'The second is the involvement of the trade union movement in providing the pre-requisites of economic success.

'The greatest evidence of this is of course the pay agreement with the Government. In fixing export prices, industry has had during this wage round and will have during the next an assurance as to the level of wage costs – and that fact should be of significant help in promoting exports.

'Further evidence is provided by the marked fall that has taken place in industrial disputes, a fact which in itself makes additional capacity available for export.

'The third reason is that our exports are now highly competitive and that if we maintain the pay policy and control Government expenditure there is no reason why they should not continue to do so.

'In view of the importance that exports must play in our recovery, we have argued in every international forum that the currently strong economies should understand that our recovery depended essentially on their rate of expansion and on the resulting expansion in world trade. It still does so precisely because we have rejected domestic reflation; precisely because we have rejected exercises in growthmanship – stimulated by domestic consumption – which would simply lead to increased inflationary risks and increased balance of payments difficulties.

'For our economy, growth must come from exports – which will also improve the balance of the economy and reduce our susceptibility to balance of payments constraints – and from investment – which will improve our productivity and competitiveness in world markets, as well as our ability to supply.

'Fortunately world trade is now expanding and thus gives us the opportunity to found our recovery securely on increased exports.

'Towards the end of last year there began a sharp recovery in world trade following the domestic turnround in activity first in the US and Japan and later in Continental Europe. This was accompanied by a renewed growth in the volume of our exports, which the recent depreciation of sterling has now made extremely price competitive.

'It is now above all in our hands whether or not we transform our economic circumstances and become ourselves one of the stronger economies. We will not do it without some years of determined effort to recapture the share we have lost in the world trade in manufactured goods. But we have never before had such an opportunity to do so as we have today, if we are prepared to make some present sacrifices in the interests of exports, investment, and thus of future growth.

Export growth

'Our export performance last year was better than that of most of our competitors and in terms of value our share of world trade in manufactured goods actually increased. We achieved, for example,

OPEC: Where UK exports grew by four-fifths last year

International data now available show that the UK outperformed its major competitors in OPEC markets during 1975. The value of UK exports (measured in US dollars) rose by 79½ per cent compared with the 61 per cent average recorded by other members of the OECD as a group.

The comparison with major competitors is:

	Per cent increase in exports to OPEC (1975 on 1974, US dollar terms)
UK	79½
German F.R.	66½
Italy	66
Belgium/Luxembourg	65½
France	62
USA	59½
Japan	54½

As a result our share of OECD exports to OPEC increased from 8.9 per cent in 1974 to 9.8 per cent in 1975. Of the other major exporters only Germany increased its market share, up from 14.1 per cent to 14.6 per cent. Penetration by the UK was still however some 2½ percentage points below the level of 1972, before the escalation of OPEC imports following oil price increases.

Overall last year's result was due to consistent performance in most OPEC markets. Among the 13 markets the UK share varied last year from nearly one-quarter in Nigeria, Qatar and the United Arab Emirates down to just over 1 per cent in Gabon. We improved our position in Venezuela, Indonesia and the United Arab Emirates, and maintained it in the fast-expanding market of Nigeria, which more than doubled in value to become the fourth largest in OPEC. In the intensely competitive markets of Saudi Arabia and Iran we dropped back a little but still remained in fourth place.

OPEC MARKETS IN 1975

	Total OECD exports (US $ million)	% share from UK	USA	France	Germany	Japan
Algeria	4,911	3.5	12.9	38.8	12.4	5.3
Indonesia	4,002	3.3	20.2	3.0	9.8	46.2
Kuwait	1,703	12.8	21.5	5.7	11.9	21.6
Ecuador	867	4.4	47.8	2.1	8.8	20.5
Iraq	3,955	7.6	7.8	10.3	26.6	20.7
Qatar	443	24.5	11.3	3.7	10.4	27.6
Nigeria	4,598	24.5	11.7	10.1	14.2	12.7
Saudi Arabia	5,050	8.7	29.7	3.9	11.2	26.7
Venezuela	4,438	4.5	50.5	4.0	8.4	8.1
Libya	3,389	7.0	6.8	12.0	15.8	7.1
Iran	11,224	9.8	28.9	5.6	18.7	16.5
United Arab Emirates	1,859	23.7	20.0	6.3	7.9	22.6
Gabon	500	1.2	11.8	69.5	4.6	2.6
TOTAL OPEC	46,939	9.8	22.9	10.4	14.4	17.9

Overall OECD exports to the OPEC group grew by $18 billion last year, an increase of 62½ per cent compared with 76½ per cent in 1974. While some further deceleration of rates of growth is to be expected OPEC remains a major area for expansion. In 1976 UK exports to these countries are still rising sharply – between March-May (measured in sterling) they were a fifth higher than in the final quarter of 1975.

a particularly strong increase in our exports to the oil exporting countries.

'We are now certain – from OECD figures we have just received – that we beat the world in selling to OPEC last year.

'We increased the value of our exports to the OPEC markets by virtually 80 per cent compared with 1974. And that increase was better than that of any of our major competitors – Germany, Italy, Belgium and Luxembourg, France, the US or Japan.

'We also pushed up our share of the OPEC market – from under 9 per cent to nearly 10 per cent. And our exports to the oil exporting countries are still climbing sharply this year.

'Our exports generally have been on an upward trend this year: in the latest three months for which information is available – March to May – the volume of our exports was 5 per cent higher than in the previous three months. This is a truly remarkable increase and one which we hope we can sustain. If we do sustain it, we shall obviously end up with an increase over the year which is much more impressive even than the 10 per cent that we were expecting at the time of the Budget.

'With a number of factors working in our favour – such as spare domestic capacity and competitive prices – we are confident of a continued strong growth in our exports.

Export pricing

'A floating exchange rate of course has problems for industry. One of them is that exporters must keep their pricing policies under constant review if they are to gain the maximum trading advantage.

'The question of whether to go for increased volume or whether to raise prices fully in line with the changes in the exchange rate is a matter for each individual firm to decide. All I ask is that British exporters should not neglect these matters, but should be prepared to make adjustments to their pricing policy without undue delay where this seems desirable and be prepared to get every possible advantage from our competitive position.'

Exports of equipment for leasing

Turning to equipment for leasing, Mr. Dell noted that it now accounted for something like 7 per cent of manufacturing investment and that this figure was growing.

'In the fairly short period since becoming established in this country – only really in the last 15 years – equipment leasing has become an important alternative method of financing new equipment, in a wide range of industries. There is a rapidly increasing awareness in industry of the advantages that leasing can offer.

'Leasing is an expanding business in Continental Europe too. As with export of goods for sale, there is an attractive and potentially highly lucrative export market for leased equipment. There are markets outside Europe – like the Middle East and Latin America for example – which would certainly bear investigation.

'The Government also tries through the Export Credit Guarantee Department to ensure that British firms are not put at a disadvantage with competitors. ECGD covers both financial leases and operational leases. In the last 12 months 20 leases have been covered, the main markets being the USA and EEC.'

Application for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and will remain in operation until the date shown in column 4 below or for such shorter period as may be justified.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a trade association, giving the reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by 24 July.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.33	Phenylmercury acetate	as in previous column	30 June 1977	G/T 15742

Hints to business men booklets: Chile

A revised edition of the booklet on Chile has been published in the 'Hints to business men' series. British business men who intend visiting this country on export business can obtain copies of the booklet from Export Services and Promotions Division, Department of Trade, Room DO5, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7146, or any Regional Office of the Departments of Trade and Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd., 8-10 Parkway, London NW1 7AD, tel. 01-267 1285.

Helical geared motors for Soviet tyre factory

Opperman Gears Ltd., a Hawker Siddeley company, is supplying 400 of these Heligear Plus helical geared motors to Simon-Carves Ltd. for installation in the Nizhnekamsk tyre factory on the banks of the Kamaz River, USSR. The motors were made by Newman Electric Motors Ltd., Bristol, and supplied to the Opperman factory at Newbury, Berkshire, where the gearboxes are made and fitted to the motors. Because of high atmospheric carbon black concentrations in rubber tyre factories the gearboxes had to be specially protected. The Soviet units therefore incorporated oil seals and breathers to render them carbon black proof.

Tariff and Trade Notices

Iceland

The *Official Journal of the European Communities* (L161 of 23 June 1976) contains the text of Regulation (EEC) 1440/76 implementing Protocol No 6 of the agreement between the European Economic Community and the Republic of Iceland. The regulation entered into force as from 1 July 1976 and the customs duties applicable to Icelandic exports of fish products will be those scheduled to take effect as from 1 January 1976. Inquiries: Department of Trade, General Division, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, tel. 01-215 5544/3713.

Federal Republic of Germany

Animal feedingstuffs. An Animal Feedingstuffs Order dated 16 June 1976 relating to the application of the Animal Feedingstuffs Law of 2 July 1975 was published in the *Bundesgesetzblatt* part I, page 1497 of 22 June 1976.

Copies of the Feedingstuffs Order in German only are available on loan. Inquiries: OTAR 01-248 5757 ext. 467/466/288.

Italy

Manufacture of cocoa and chocolate products. The Italian *Official Gazette* 146, 4 June 1976, published law 351 announcing new regulations governing production and sale of cocoa and chocolate products for human consumption. The regulations cover the manufacturing, labelling and weight requirements. A period of 12 months from the date of publication (4 June 1976) is given for the production and sale of goods not meeting these requirements. Copies of the law, in Italian, are obtainable from OTAR Section, Export House. Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Manufacture of alcoholic spirits. The Italian *Official Gazette* 149, 8 June 1976, published law 385 announcing modifications to the regulations on the production and sale of alcoholic spirits. The regulations cover distilling preparations, labelling and minimum age requirements, and the vatting of wine. The production of spirits for export only, which differs from this law, may be authorised under the laws in force in the country of the importer. The law entered into force 8 June 1976, with the exception of the labelling regulations which will enter a year later from that date. Copies of the Italian law are obtainable from Export House, OTAR Section. Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Paper and paper products: extension of import surveillance. In the *Italian Informazioni per il Commercio Estero*, 19 May 1976, the Ministry of Foreign Trade announced that the surveillance on imports of paper and paper products is extended until 31 December 1976. Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Spain

Methanol and raw cocoa beans: duty suspended. The Spanish *State Gazette*, 25 June 1976, announced the suspension of import duty on methanol, tariff heading 29.04.A.1, valid from 23 May to 22 August 1976. The same issue of the *State Gazette* announced the suspension of import duty on raw cocoa beans, tariff heading 18.01.A, valid from 21 June to 20 September 1976. No further information is available. Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Global quotas. The Spanish *State Gazette* of 28 June 1976 published five resolutions of the Ministry of Commerce, calling the second half of the following global quotas:

			Value in pesetas for the six-month period June–December 1976
No. 62	Non liberalised marine engines and parts for their manufacture	ex 84.06 B 2 b, ex 84.06 B 2 c, 84.06 B 2 d, 84.06 C 1, 84.06 D 2	236,330,666
No. 63	Non liberalised motor pumps and motor compressors	ex 84.10 F 2 a, ex 84.10 F 2 b, ex 84.11 D 3	42,871,776
No. 64	Domestic sewing machines and their parts	84.41 A 1, ex 84.41 C	6,600,000
No. 66	Radio transmitters and transmitter receivers	85.15 B 1, 85.15 B 2, 85.15 B 3	71,390,000

Period for submitting applications: 30 days from 28 June 1976. Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Customs tariff modifications. The Spanish *State Gazette*, 25 June 1976, published royal decree 1463/76 modifying the Spanish customs tariff sub-heading to read as follows:

Tariff no.	Description	Import duty
29.15.C.	Phthalic anhydride and phthalic acids	
1	Terephthalic acid	12%
2	Other	25%

The modification is valid from 25 June 1976. No further information is available. Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Coke of coal: customs tariff modifications and duty-free quotas. The Spanish *State Gazette*, 25 June 1976, published decree 1467/1976 modifying the Spanish customs tariff sub-heading to read as follows:

Tariff no.	Description	Import duty
27.04	Coke and semi-coke of coal of lignite or of peat	15%

The modification came into force on 25 June 1976.

The Spanish *State Gazette*, 25 June 1976, published decree 1465/76 and decree 1466/76 of the Ministry of Commerce establishing two duty-free quotas for coke of coal. Decree 1465/76 establishes a quota of 475,000 metric tonnes of coke of coal (granulometry up to 80mm)

for integrated steel plants. Decree 1466 establishes a quota of 25,000 metric tonnes of coke or coal (granulometry 80mm and over) for the metallurgical industry. These quotas will be distributed by the Directorate General of Customs Tariff Policy and Importation and will be in force from 25 June to 31 December 1976. No further information is available. Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Portugal

More information on import surcharge. *Trade and Industry* of 9 April announced the extension of the Import Surcharge Scheme until 31 December 1976 and that amendments would be made to the list of goods affected. The revised list is now available.

Inquiries, stating BN numbers, to OTAR 01-248 5757 ext. 458/461.

Toxic substances in food utensils: further information. *Trade and Industry* of 4 June published Decree-Law 143/76 which introduced standards of toxic release for food utensils.

The National Institute for Industrial Research has announced that for technical reasons the decree will not enter into force until 1 January 1977. Goods imported before then will not be tested. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Malta

Import Duties Act 1976. In order to bring into effect the recent Protocol to the Agreement between Malta and the European Economic Community (that is, the Protocol taking account of the EEC's enlargement) and at the same time to abolish the previous preferential rates still being given to commonwealth countries, the Malta *Government Gazette* No. 13230 of 9 June 1976 published a bill entitled the Import Duties Act, 1976. This bill came into effect without waiting for enactment on 1 June 1976.

With the abolition of Malta's Commonwealth Preference rate of duty, British exporters can now claim the EEC rate of duty, provided that the goods are accompanied by the EURI movement certificate, obtainable from HM Customs and Excise. This certificate will be issued as soon as actual exportation has been effected or ensured. It must be submitted to the customs authorities of the importing state within five months from the date of issue of the exporting state. For postal consignments, including parcels up to the value of 1,000 ua (approximately £570 at the current value), the EUR2 movement certificate must be used.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Greece

Import of calves. According to the Greek press of 1 April 1976 the maximum permitted weight for calves imported into Greece for fattening purposes has been increased to 300kg.

Inquiries: OTAR 01-248 5757 ext. 439.

Israel

Purchase tax amendment on commercial motor vehicles. The following amended rate of purchase tax has been announced:

Description	Rate of tax
Commercial motor vehicles including trucks of all types, with front and rear wheel drive, the authorised total weight of which exceeds 3,500kg*	25%

* This does not include open body vehicles moving on three wheels.

No further information is available. Inquiries: OTAR 01-248 5757 ext. 458/461.

Import surcharge. The following amended rate of surcharge on dried grapes has been announced:

Heading	BN No.	Description	Surcharge
0081	08.04	Dried grapes (raisins) of the Sultanina type imported under an import permit given after 6 December 1975	IL 3.75 per kg
The following items are now subject to an import surcharge:			
0691	69.07	Unglazed paving, of a thickness of 7mm or more	IL 5.00 per sq. m
0692	69.08	Glazed paving, of a thickness of 7mm or more	IL 5.00 per sq. m

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Nigeria

New economic measures. The Nigerian government made an announcement on the following on 29 June 1976:

Nigerian participation in foreign companies. On receiving the report of the industrial enterprises panel the Nigerian government has decided on a second phase of indigenisation following the original Nigerian Enterprises Promotions Decree of 1972. A new decree is to be published which will provide for three schedules:

Schedule 1 – Wholly Nigerian-owned enterprises;
Schedule 2 – 60 per cent minimum Nigerian equity participation;
Schedule 3 – 40 per cent minimum Nigerian equity participation.

Schedules 1 and 2 will include 'all those enterprises in which Nigerians are sufficiently experienced to have a controlling interest'. All remaining enterprises will be covered by Schedule 3. The implementation of this second phase of indigenisation will commence on 1 April 1977 and will be completed by 31 December 1978. Because of the importance which the Nigerian government places on banking in the indigenisation effort all banks, including, it is understood, merchant banks, will be required to achieve 60 per cent Nigerian participation by 30 September 1976.

The industrial enterprises panel reported that only one-third of 314 of the enterprises affected by the original Nigerian enterprises promotion decree had complied with its provisions by 30 June 1975. In the light of this the Nigerian government had decided that all defaulting enterprises are to be taken over with immediate effect. All further cases where evasion of the decree is suspected will be thoroughly investigated. The Nigerian government hopes that this exercise will be completed by March 1977. It is not thought that any British interests are involved in these moves against non-compliance. Further information about the new indigenisation measures will be published as soon as it becomes available.

Counter inflation measures. No increases in pay (ie wages, salaries, bonuses and fringe benefits) will be granted in any establishment where awards following the recommendations made by the Udoji Commission of March 1975 have been granted. This freeze of pay increases will operate until 31 March 1977. For the remainder of the current financial year the distribution of dividends in excess of 30 per cent of free-tax profits will not be permitted. Profits in excess of the limit must either be reinvested, used for workers welfare facilities, used to bring about a reduction of prices or used in pursuance of the Nigerian government's 'Feed the Nation' programme. The Nigerian government will also hold discussions with companies and organisations concerned aimed at reducing price levels by at least 10 per cent for the remainder of the financial year.

Marketing Board Reform. A new system for marketing agricultural commodities is to be introduced. It will consist of a price fixing authority and seven commodity boards which will operate on a nation wide basis. The Nigerian Produce Marketing Co. and the existing state marketing boards will be phased out by March 1977.

Housing and rents. Federal and state governments are to expand their housing programmes. Finance for the construction and improvement of housing is to be liberalised and the acquisition of land is to be made easier. Rents for housing accommodation are to be subject to control and the advance payment of rent will be limited to three months for individuals and one year for companies.

Inquiries: CRE 01-215 3064/3338.

South Africa

Mineral hydrocarbons in foodstuffs. Notice No. R1027 published in the *Government Gazette* (5161) of 18 June 1976 proposes to amend the Foodstuffs, Cosmetics and Disinfectants Act by revising the regulations regarding the use of mineral hydrocarbons in foodstuffs and also the specifications for mineral hydrocarbons.

Any comments on the proposals should reach the Secretary for Health, Private Bag X88, Pretoria by 17 September 1976.

Copies of the notice are available. Inquiries: CRE 01-215 5274.

New Zealand

Customs tariff amendments. The New Zealand Government has issued Customs Tariff (Composite) Amendment Order (No. 5) 1976 which came into force on 4 June 1976, amending the following tariff items to read as below:

12.01.400	12.02.001	15.07.001	15.07.009	15.07.011	15.07.019	15.07.021
15.07.029	15.07.031	15.07.039	15.07.041	15.07.049	15.07.051	15.07.059
15.07.061	15.07.069	15.07.071	15.07.079	15.07.081	15.07.089	15.07.091
15.07.099	15.07.101	15.07.109	15.07.111	15.07.119	15.07.121	15.07.122
15.07.123	15.07.199	15.08.001	15.08.002	15.08.009	15.08.011	15.08.019
30.03.099	33.04.011	33.04.019	33.04.021	33.04.022	33.04.029	33.05.001
33.05.009	33.06.001	33.06.002	33.06.003	33.06.009	36.06.001	36.06.002
36.06.003	36.06.009	38.11.001	38.11.002	38.11.009	39.07.269	39.07.291
39.07.292	39.07.299	40.14.004	40.14.005	40.14.009	40.14.061	42.04.002
42.04.009	45.04.011	45.04.013	70.10.011	70.10.019	83.13.011	83.13.021
83.13.031	83.13.039	84.59.149	84.64.000			

Number	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
CHAPTER 12						
	Oil seeds and oleaginous fruit; miscellaneous grains, seeds and fruit; industrial and medical plants; straw and fodder					
12.01	Oil seeds and oleaginous fruit, whole or broken:					
12.01.400	Soya beans	kg	1975	Free	Free	
12.02	Flours or meals of oil seeds or oleaginous fruit, non-defatted (excluding mustard flour):					
	Soya bean flour and meal:					
12.02.002	As may be approved by the Minister and under such conditions as he may prescribe per 100kg	kg	1975	11c	11c	Aul Free Can Free CPC Free
12.02.003	Other per 100kg	kg	1975	66c	66c	Aul 55c per 100kg Can 55c per 100kg CPC 55c per 100kg
CHAPTER 15						
	Animal and vegetable fats and oils and their cleavage products; prepared edible fats; animal and vegetable waxes					
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:					
	Soya bean oil:					
15.07.002	In containers of a capacity of 4 litres or more	l	1975	Free	Free	Aul Free
15.07.008	In other containers	l	1975	5%	5%	Aul Free Can Free CPC Free
	Cotton seed oil:					
15.07.012	In containers of a capacity of 4 litres or more	l	1975	Free	Free	Aul Free
15.07.018	In other containers	l	1975	5%	5%	Aul Free Can Free CPC Free
15.07.022	Ground-nut (peanut) oil	l	1975	Free	Free	Aul Free
15.07.032	Olive oil	l	1975	Free	Free	Aul Free
	Sunflower seed oil:					
15.07.042	In containers of a capacity of 4 litres or more	l	1975	Free	Free	Aul Free
15.07.048	In other containers	l	1975	5%	5%	Aul Free Can Free CPC Free
	Rape, colza and mustard oils:					
15.07.052	In containers of a capacity of 4 litres or more	l	1975	Free	Free	Aul Free

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Deposits	393,198,809 Jordan Dinars
Total Assets	668,328,966 Jordan Dinars

As at 30th June 1975

One Jordan Dinar (JD1) = U.S. $3.13 approx.

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Number	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
15.07.058	In other containers	l	1975	17½%	17½%	Aul 12½% Can 12½% CPC 12½%
15.07.062	Linseed oil per 100 litres	l	1975	$1.10	$1.10	Aul Free Can Free CPC Free
15.07.072	Palm oil	l	1975	Free	Free	Aul Free
15.07.082	Coconut (copra) oil	l	1975	22½%	22½%	
15.07.092	Palm kernel oil	l	1975	Free	Free	Aul Free
15.07.102	Castor oil	l	1975	Free	Free	Aul Free
15.07.112	Tung oil	l	1975	Free	Free	Aul Free
	Other vegetable oils:					
	Maize oil:					
15.07.131	In containers of a capacity of 4 litres or more	l	1975	Free	Free	Aul Free
15.07.139	In other containers	l	1975	5%	5%	Aul Free Can Free CPC Free

Number	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
	Other kinds:					
15.07.141	In containers of a capacity of 4 litres or more	l	1975	Free	Free	Aul Free
15.07.149	In other containers	l	1975	5%	5%	Aul Free Can Free CPC Free
15.07.159	Japan wax, myrtle wax	l	1974	Free	Free	Aul Free
15.07.199	Vegetable tallows	l	1974	Free	Free	
15.08	Animal and vegetable oils, boiled, oxidised, dehydrated, sulphurised, blown or polymerised by heat in vacuum or in inert gas, or otherwise modified:					
15.08.003	Boiled linseed oil per 100 litres	l	1975	$1.10	$1.10	Aul Free Can Free CPC Free
	Other kinds: In containers of a capacity of 4 litres or more:					
15.08.004	Tung oil	l	1975	Free	Free	
15.08.008	Other per 100 litres	l	1975	$2.60	$1.70	Aul $1.10 per 100 litres
	per 100 litres		1976	$2.60	$2.00	
	per 100 litres		1977	$2.60	$2.60	Can $1.10 per 100 litres CPC $1.10 per 100 litres
15.08.018	In other containers	l	1975	36%	24%	Aul 20%
			1976	34%	26%	Can 20%
			1977	30%	30%	CPC 20%
CHAPTER 30						
Pharmaceutical products						
30.03	Medicaments (including veterinary medicaments):					
30.03.029	Specially prepared for veterinary purposes		1975	10%	10%	Aul Free Can Free CPC Free
30.03.089	Other		1975	41%	29%	Aul 25%
			1976	39%	31%	Can 25%
			1977	35%	35%	CPC 25%
CHAPTER 33						
Essential oils and resinoids; perfumery, cosmetics and toilet preparations						
33.04	Mixtures of two or more odoriferous substances (natural or artificial) and mixtures (including alcoholic solutions) with a basis of one or more of these substances, of a kind used as raw materials in the perfumery, food, drink or other industries:					
	Culinary or flavouring spirituous solutions:					
33.04.011	Containing more than 40% of proof spirit per litre	l	1975	$1.00	$1.00	Aul 50c per litre Can 95.6c per litre CPC 95.6c per litre
33.04.019	Containing not more than 40% of proof spirit		1975	35%	35%	Aul 25% Can 25% CPC 25%
33.04.023	Other spirituous solutions per litre	l	1975	$2.42	$2.42	Aul $1.54 per litre Can $1.54 per litre CPC $1.54 per litre
33.04.029	Other kinds		1975	35%	35%	Aul 25% Can 25% CPC 25%
33.05	Aqueous distillates and aqueous solutions of essential oils, including such products suitable for medicinal uses:					
33.05.001	Culinary or flavouring		1975	30%	30%	Aul 20% Can 20% CPC 20%
33.05.009	Other		1975	5%	5%	Aul Free Can Free CPC Free
33.06	Perfumery, cosmetics and toilet preparations:					
33.06.004	Perfumed spirits	l	1975	35%	35%	Aul 25% Can 25% CPC 25%
33.06.005	Prepared room deodorisers, whether or not perfumed, designed to neutralise odours		1975	25%	25%	Aul 15% Can 15% CPC 15%
	Dental hygiene and animal toilet preparations:					
33.06.011	Denture cleaning tablets		1975	5%	5%	Aul Free Can Free CPC Free
33.06.019	Other		1975	25%	25%	Aul 15% Can 15% CPC 15%
33.06.029	Other kinds		1975	50%	50%	Aul 20% Can 20% CPC 20%
CHAPTER 36						
Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations.						
36.06	Matches (excluding Bengal matches):					
36.06.011	In boxes per hundred boxes	100 boxes	1975	28c increasing by 28c*	28c increasing by 28c*	Aul 21c increasing by 21c* Can 21c increasing by 21c* CPC 21c increasing by 21c*
36.06.019	Other	thousands	1975	37½%	37½%	Aul 22½% Can 22½% CPC 22½%

* Per hundred boxes for every 60 matches or fraction thereof in excess of 60 contained in one box.

Number	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
CHAPTER 38						
Miscellaneous chemical products						
38.11	Disinfectants, insecticides, fungicides, herbicides, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, fly-papers):					
38.11.003	Disinfectants		1975	10%	10%	Aul Free Can Free CPC Free
CHAPTER 39						
Artificial resins and plastic materials, cellulose esters and ethers; articles thereof						
39.07	Articles of materials of the kinds described in headings nos. 39.01 to 39.06:					
	Stoppers, plain unornamental, for containers of a kind commonly used for the conveyance or packing of goods:					
39.07.271	As may be approved by the Minister and under such conditions as he may prescribe	hundred	1975	Free*	Free*	
39.07.272	Other	hundred	1975	30%	30%	Aul Free Can 20% CPC 20%
39.07.293	Washers, gaskets, jointings, seals, and similar packings		1975	5%	5%	Aul Free Can Free CPC Free
CHAPTER 40						
Rubber, synthetic rubber, factice, and articles thereof III – Articles of unhardened vulcanised rubber						
40.14	Other articles of unhardened vulcanised rubber:					
	Washers, gaskets, jointings, seals, and similar packings:					
40.14.006	As may be determined by the Minister		1975	30%*	30%*	Aul 20%* Can 20%* CPC 20%*
40.14.008	Other		1975	5%	5%	Aul Free Can Free CPC Free
40.14.061	Plain unornamental stoppers for trade containers*		1975	30%	30%	Aul 20% Can 20% CPC 20%

* Or such higher rate of duty as the Minister may in any case decide.

* Or such lower rate of duty as the Minister may in any case direct.

Number	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
CHAPTER 42						
Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles of animal gut (other than silk-worm gut)						
42.04	Articles of leather or of composition leather of a kind used in machinery or mechanical appliances or for industrial purposes:					
42.04.003	Washers, gaskets, jointings, seals, and similar packings		1975	30%	30%	Aul 20% Can 20% CPC 20%
CHAPTER 45						
Cork and articles of cork						
45.04	Agglomerated cork (being cork agglomerated with or without a binding substance) and articles of agglomerated cork:					
	Articles of agglomerated cork:					
	Washers, gaskets, jointings, seals, and similar packings:					
45.04.017	As may be approved by the Minister and under such conditions as he may prescribe		1975	Free*	Free*	Aul Free
45.04.018	Other		1975	30%	30%	Aul Free Can 20% CPC 20%
CHAPTER 70						
Glass and glassware						
70.10	Carboys, bottles, jars, pots, tubular containers and similar containers, of glass, of a kind commonly used for the conveyance or packing of goods; stoppers and other closures, of glass:					
70.10.012	Stoppers and other closures	hundred	1975	5%	5%	Aul Free Can Free CPC Free
CHAPTER 83						
Miscellaneous articles of base metal,						
83.13	Stoppers, crown corks, bottle caps, capsules, bung covers, seals and plombs, case corner protectors and other packing accessories, of base metal:					
83.13.012	Stoppers for hot water bottles		1975 1976 1977	15% 15% 15%	6% 9% 15%	Aul Free Can Free CPC Free
	Bungs for drums:					
83.13.013	As may be determined by the Minister		1975	25%*	25%*	Aul Free

* Or such lower rate of duty as the Minister may in any case direct.

	Other stoppers and bottle caps:					
83.13.022	As may be approved by the Minister and under such conditions as he may prescribe		1975	Free††	Free††	
83.13.029	Other		1975	30%	30%	Aul 20% Can 20% CPC 20%
	Other kinds:					
83.13.032	Capsules for bottles		1975	5%	5%	Aul Free Can Free CPC Free
83.13.033	Muselets		1975 1976 1977	15% 15% 15%	6% 9% 15%	Aul Free Can Free CPC Free
83.13.034	Seals and bands of a kind used domestically for preserving produce		1975	15%	15%	Aul Free Can Free CPC Free
83.13.038	Other		1975	5%	5%	Aul Free Can Free CPC Free
CHAPTER 84						
Boilers, machinery and mechanical apppliances; parts thereof						
84.59	Machines and mechanical appliances, having individual functions, not falling within any other heading of this Chapter:					
84.59.141	Post-mix beverage carbonating machines		1975	35%	35%	Aul 25% Can 25% CPC 25%
84.59.148	Other		1975 1976 1977	54% 51% 45%	33% 37% 45%	Aul 25% Can 35% CPC 35%
84.64	Gaskets and similar joints of metal sheeting combined with other material (for example, asbestos, felt and paperboard) or of laminated metal foil; sets or assortments of gaskets and similar joints, dissimilar in composition, for engines, pipes, tubes and the like, put up in pouches, envelopes or similar packings:					
84.64.001	Gaskets and similar joints of metal sheeting combined with other material or of laminated metal foil		1975	5%	5%	Aul Free Can Free CPC Free
84.64.009	Other		1975	30%	30%	Aul 20% Can 20% CPC 20%

Aul = Australia
Can = Canada
CPC = Commonwealth Preference Countries

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Customs tariff amendments. The New Zealand Government has issued the Customs Tariff (Containers) Amendment Order 1976 which came into force on 4 June 1976, whereby the following tariff items were amended to read as below:

39.07.251 39.07.259 69.09.011 69.09.019 70.10.009 73.23.009 76.10.009 78.06.000 80.06.000

Number	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
CHAPTER 39						
Artificial resins and plastic materials, cellulose esters and ethers; articles thereof						
39.07	Articles of materials of the kinds described in headings nos. 39.01 to 39.06:					
	Bottles, jars and other containers of a kind commonly used for the conveyance or packing of goods:					
	Bags, sachets, pouches and similar flexible containers:					
39.07.252	Printed		1975	40%	40%	Aul 30% Can 30% CPC 30%
39.07.253	Unprinted		1975	35%	35%	Aul 25% Can 25% CPC 25%
	Other kinds:					
	Nestable:					
39.07.261	Trays		1975	40%	40%	Aul 27½% Can 27½% CPC 27½%
	Other:					
39.07.262	Not exceeding 250ml capacity		1975	40%	40%	Aul 30% Can 30%
39.07.264	Exceeding 250ml capacity		1975	40%	40%	Aul 27½% Can 27½% CPC 27½%
39.07.265	Collapsible tubes		1975	40%	40%	Aul 30% Can 30%
	Other:					
39.07.266	Not exceeding 250ml capacity		1975	40%	40%	Aul 27½% Can 27½% CPC 27½%
39.07.268	Exceeding 250ml capacity		1975	40%	40%	Aul Free Can Free
CHAPTER 69						
Ceramic products II – Other ceramic products						
69.09	Laboratory, chemical or industrial wares; troughs, tubs and similar receptacles of a kind used in agriculture; pots, jars and similar articles of a kind commonly used for the conveyance or packing of goods:					

Number	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
69.09.012	Pots, jars and similar articles of a kind commonly used for the conveyance or packing of goods		1975	5%	5%	Aul Free Can Free CPC Free
CHAPTER 70						
Glass and glassware						
70.10	Carboys, bottles, jars, pots, tubular containers and similar containers, of glass, of a kind commonly used for the conveyance or packing of goods; stoppers, and other closures, of glass:					
	Carboys, bottles, jars, pots, tubular containers and similar containers, of a kind commonly used for the conveyance or packing of goods:					
	Other kinds:					
70.10.006	Not exceeding 250ml capacity		1975	40% plus $1.00	40% plus $1.00	Aul $1.00 per hundred Can $1.00 per hundred
	per hundred					
70.10.007	Exceeding 250ml but not exceeding 500ml capacity		1975	30%	30%	Aul Free Can Free
70.10.008	Exceeding 500ml capacity		1975	5%	5%	Aul Free Can Free CPC Free
CHAPTER 73						
Iron and steel and articles thereof						
73.23	Casks, drums, cans, boxes and similar containers, of sheet or plate iron or steel, of a description commonly used for the conveyance or packing of goods:					
	Other kinds:					
73.23.011	Not exceeding 30 litres capacity	kg	1975	40%	40%	Aul 25% Can 32½% CPC 32½%
73.23.019	Exceeding 30 litres capacity	kg	1975	5%	5%	Aul Free Can Free CPC Free
CHAPTER 76						
Aluminium and articles thereof						
76.10	Casks, drums, cans, boxes and similar containers (including rigid and collapsible tubular containers), of aluminium, of a description commonly used for the conveyance or packing of goods:					
	Other kinds:					
76.10.019	Collapsible tubes	kg	1975	40%	40%	Aul 25% Can 32½% CPC 32½%
	Other:					
76.10.021	Not exceeding 1 litre capacity	kg	1975	40%	40%	Aul 25% Can 32½% CPC 32½%
76.10.029	Exceeding 1 litre capacity	kg	1975	5%	5%	Aul Free Can Free CPC Free
CHAPTER 78						
Lead and articles thereof						
78.06	Other articles of lead:					
78.06.001	Collapsible tubular containers of lead alloys		1975	35%	35%	Aul 25% Can 27½% CPC 27½%
78.06.009	Other		1975 1976 1977	44% 41% 35%	29% 31% 35%	Aul 25% Can 27½% CPC 27½%
CHAPTER 80						
Tin and articles thereof						
80.06	Other articles of tin:					
80.06.001	Collapsible tubular containers of tin alloys		1975	35%	35%	Aul 25% Can 27½% CPC 27½%
80.06.009	Other		1975 1976 1977	44% 41% 35%	29% 31% 35%	Aul 25% Can 27½% CPC 27½%

Aul = Australia
Can = Canada
CPC = Commonwealth Preference Countries

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

French Polynesia

Duty-free access. The *Official Journal* of French Polynesia, of 30 April 1976, announced that, as from 1 May 1976, duty-free entry would be extended to goods originating from the new member states of the EEC, namely the United Kingdom, the Irish Republic and Denmark.

Inquiries: OTAR 01-248 5757 ext. 423.

Canada

Textile and Clothing Board inquiry. The Canadian Textile and Clothing Board has announced an inquiry into men's and boys' suits, jackets and co-ordinates with the object of determining whether to recommend to the Minister of Industry, Trade and Commerce, any changes to the special measures of protection that are applied to these products.

Interested parties may submit views or information relating to the review to the Secretary of the TCB by 19 July 1976. Inquiries: CRE 01-215 5397.

United States

Endangered species of plants. The US *Federal Register*, 16 June 1976, published a list of plants of US origin considered to be an Endangered Species. Written Comments (3 copies) by 16 August 1976 to US Fish and Wildlife Service, PO Box 19183, Washington D.C. 20036. Ref. FWS/LE.

A copy of the text is available. Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Labelling of cosmetic ingredients. The US *Federal Register*, 21 June 1976 published details of the proposed requirements for the declaration of ingredients on labels for cosmetics sold by mail order. Written comments (5 copies) by 20 August 1976 to Hearing Clerk, Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville, MD. 20852.

A copy of the text is available. Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Fireworks. The US *Federal Register*, 8 June 1976 published details by the CPSC of warning label statements for certain specified types of fireworks considered to be hazardous products. The effective date to be 6 December 1976.

A copy of the text is available. Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Flammable fabrics. The US *Federal Register*, 8 June 1976, published details by the CPSC of proposed rules for the investigative procedure to determine compliance with the Flammable Fabrics Act. Written comments (five copies) by 8 July 1976 to Secretary Consumer Products Safety Commission, Washington DC 20207. A copy of the text is available. Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Barbados

Labelling of pesticides: By SI 1976 No. 124, the Barbados Government has introduced regulations concerning the labelling of pesticides. The regulations are effective from 1 July 1976. Copies of the text are available on request.

Fertilizers: import duty suspension. The Minister for Finance has suspended the rate of duty of 5 per cent on mixed fertilisers under BTN 31.05. No import duty is payable on this item for one year from 1 May 1976.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Trinidad and Tobago

Import licensing. By Notices 2 and 3 of 1976, the Trindad and Tobago authorities have announced that the following items have been added to the list of those goods which require a licence for their importation into Trinidad and Tobago:

Tariff no.	Description of item
18.06	All kinds of confectionery made of chocolate or containing chocolate, whatever the form or material of packaging, ie wrapped or in containers of tins, cardboard, paper, foil, plastic or any other material, fancy or plain
21.03	Prepared mustard
21.04	Mayonnaise
21.07.9	Peanut butter
28.00.2	Aqueous ammonia solution (ammonium hydroxide solution) for industrial use, excluding analar grade solution
92.12.9	Gramophone records

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

St. Kitts-Nevis

Consumption duty increases. In his 1976 Budget, the St. Kitts-Nevis premier has announced considerable increases in Consumption Duty on all dutiable items, effective from 29 April 1976.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Brazil

Suspension of issue of import licences. CACEX Comunicado no. 555, has extended the period of suspension of issue of import licences for the goods mentioned in Comunicadoes 543 and 546 until 31 December 1976. The following goods have been released from the requirement:

Chapter 10 Seeds, other than those which are included by CPA Resolution.
Chapter 14 With the exception of heading 14.01.04.00 – Cane.
Heading 84.52 With the exception of 84.52.05.00 – Franking machines when imported by EBCT (Empresa Brasileira de Correios e Telegrafos), either directly or by firms authorised by them.
Heading 92.11 With the exception of 92.11.06.00 Television recording machines, using magnetic processes (when intended for television companies for their own use).
The following goods have been included in the list of goods for which import licences have been suspended:
71.01.00.00 Natural pearls, raw or worked, neither set nor mounted nor strung (except ungraded stones temporarily strung for convenience of transport)
71.03.00.00 Precious or semi-precious stones, raw or worked
73.04.00.00 Grit of iron, cast iron or steel, whether or not graded or calibrated
73.33.00.00 Needles for hand sewing, hand carpet needles, hand knitting needles, bodkins, crochet hooks and the like
82.03.99.00 Other tools
85.10.99.00 Other portable electric lamps
85.15.03.01 Walkie-talkie radio units
92.02.08.00 Lenses
90.07.01.99 Other photographic apparatus
90.16.08.00 Ladders of any other material
90.16.31.00 Tape measures
90.23.05.99 Any other thermometer
90.23.11.00 Thermometers, barometers, hygrometers and psychrometers, combined
91.07.00.00 Watch movements, assembled; except where intended for watches of headings 91.01.02.04 and 91.01.03.04
91.09.00.00 Cases for watches of heading 91.01 and their parts; except where intended for watches of headings 91.01.02.04 and 91.01.03.04
91.11.02.00 Other parts and components for watches of heading 91.01; except where intended for watches of headings 91.01.02.04 and 91.01.03.04

Inquiries: OTAR 01-248 5757 ext. 476/474.

Additional import deposit scheme. GECAM Comunicado no. 312, of 7 June 1976, instituted an additional import deposit scheme. Importers are now required to make an additional deposit of the fob value of the goods to be imported for the period between the issue of the import licence or the letter of credit by a commercial bank and the release of the goods by the Brazilian customs. The maximum period of deposit is 180 days. The 360 day deposit is still in force and so importers must deposit 200 per cent of the value of the goods.

The new regulation is likely, according to press comment, to increase import prices by some 48-50 per cent.

There is no further information available at present.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Medical equipment: duty increases. Customs Policy Council Resolution 2,765, published in Brazil's *Diario Oficial*, 17 May 1976, increased the import duty on medical equipment listed below to 35 per cent.

Tariff heading	Goods
90.17.02.00	Abdominal, vaginal and other retractors
90.17.03.00	Retractors for thoracic surgery
90.17.08.00	Esmarch apparatus
90.17.13.00	Electric bistouri
	Electro-shock apparatus
	Ionizers
	Multi-terms
	Thermo-cauterizing equipment
90.17.41.00	Chisels and gouges
90.17.42.00	Crushers
90.17.43.02	Intra-uterine, rectal and vaginal specula
90.17.48.00	Stylets and drill-holders
90.17.49.00	Amputation and resection knives
90.17.54.00	Hammers for autopsy, surgery or percussion
90.17.65.00	Hand saws and trepans
90.17.99.01	Incubators
90.18.01.00	Mechano-therapy apparatus
90.19.03.00	Plates for osteo-synthesis, with or without screws

These increases will be valid one year, lapsing on 17 May 1977. Inquiries: OTAR 01-248 5757 ext. 476/474.

Titanium dioxide pigments: reference price. Customs Policy Council Resolution 2,764, published in Brazil's *Diario Oficial*, 17 May 1976, amended the reference price on pigments based on titanium dioxide, rutile type, of tariff heading 32.07.03.02, from US$1,337.00 per tonne cif to US$1,130.00 per tonne cif. Inquiries: OTAR 01-248 5757 ext. 476/474.

Acetone: duty increase and reference price. Customs Policy Council Resolutions 2,762 and 2,763, published in Brazil's *Diario Oficial*, 17 May 1976, increased import duty on acetone, of tariff heading 29.13.04.00, from 30 per cent to 60 per cent. Additionally a reference price of US$312.00 per tonne cif was laid down. Inquiries: OTAR 01-248 5757 ext. 476/474.

Import licences for Manaus Free Zone. Interministerial Portaria 192, published in Brazil's *Diario Oficial*, 2 June 1976, laid down that imports into the Manaus Free Zone are now subject to import licence. Licences must be obtained prior to shipment of the goods from port of exit, and are subject to the prior authorisation of the Free Zone Superintendency SUFRAMA. There is no further information available at present. Inquiries: OTAR 01-248 5757 ext. 476/474.

Chile

New customs tariff. The Chilean *Diario Oficial* of 7 June 1976 published, as Decree No. 501, a complete new national customs tariff bringing into immediate effect a further all-round reduction of duties. This is in accordance with the Government's declared intention to reduce the national tariff in half-yearly stages to a level of between 10 per cent and 35 per cent *ad valorem* cif by the year 1978 – *Trade and Industry* of 5 December 1975 refers. Inquiries: OTAR 01-248 5757 ext. 474/476.

Shortened payment period for 'CAD' imports. With effect from 19 June 1976, the period (after payment at the intervening Chilean commercial bank) at which foreign exchange is released by the Central Bank for remittance to foreign suppliers in payment for 'CAD' ('cobranza') shipments, has been reduced from 90 to 60 days. Foreign suppliers may now expect to receive payment for such 'CAD' shipments (via the intervening Chilean commercial bank) at, say, 80 days from shipment compared with 110 days existing previously. The rule that remittance will not be released until clearance of the goods has been effected through Chilean customs remains valid; consequently, remittance may be delayed if this formality is not completed within the above period. Firms accepting 'CAD' terms should continue to spell out in detail their payment requirements in sales contracts, invoices, shipping documents, etc. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 474/476.

BOTB British Overseas Trade Board

Britain's new door to opportunities in Latin America

This article, which marks Britain's full membership of the Inter-American Development Bank from 9 July, discusses the commercial significance for British firms in Latin America and the Caribbean.

It is rare nowadays that a single event can be said significantly to increase the UK's export opportunities to a major region of the world, but this happened today when Great Britain finally became a member of the Inter-American Development Bank (IDB).

No doubt unfamiliar to many except those actively engaged in Latin American project work, the IDB, a cousin of institutions such as the World Bank and the Asian Development Bank, is a regional leading agency, with headquarters in Washington, devoted to financing the economic and social development of Latin America and the Caribbean. Current membership (see the map below) encompasses a whole spectrum of economic development and social sophistication, from the wealthy tourist spots of the Caribbean and the growing industrial power of Brazil to the evolving agricultures of Paraguay or Haiti, for example. Guyana and the Bahamas are expected to join the IDB soon.

Britain's active association with the IDB in fact dates from 1966 when the UK first began channelling a portion of her aid funds through the bank's administration and was granted a limited amount of procurement eligibility in return. A decisive stage in this relationship was reached in 1974 when Britain, together with 11 other industrialised countries*, agreed to

* Austria, Belgium, Denmark, Federal Republic of Germany, Israel, Italy, Japan, Netherlands, Spain, Switzerland and Yugoslavia.

A plastic pipe factory in La Paz – Plasmar, SA – one of the private industrial enterprises in Bolivia benefiting from an IDB loan to Bisa, a Bolivian private development bank.

IDB: regional membership

A loan from the IDB helped to finance this project for the improvement and expansion of the water supply and sewerage systems in Arequipa, Peru.

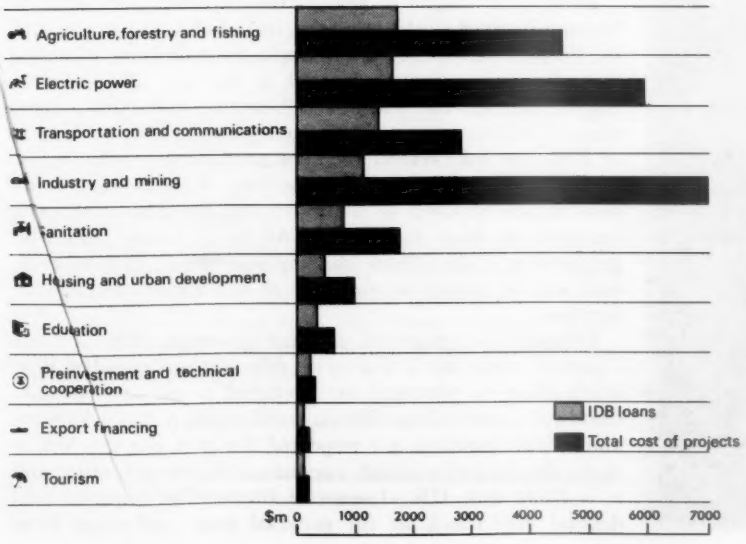
take the necessary steps to join the bank as a full member.

The benefits that membership will bring to the UK are twofold: firstly, Britain will be able to make an even greater contribution to the socio-economic development of Latin America and will thereby ensure a further efficient and productive channel for certain of her aid funds to the subcontinent; secondly, and more important in the present context, instead of being constricted in the total amount of trade open to the UK from these funds, membership will allow British contractors, suppliers and consultants to compete for virtually the whole range of opportunities arising from IDB finance in Latin America and the Caribbean.

What will IDB membership mean?

For British consultants, contractors and equipment suppliers it means the opportunity to win exports in virtually every economic sector, ranging from low-level technology to the most sophisticated, and including major construction projects such as dams, steel and petrochemical works, agriculture, forestry, fisheries development, major highway construction, expansion of ports and airports, electric power generation, sanitation, education, urban development, tourism and communications. Examples are the Salto Grande hydroelectric project in Argentina; the expansion of the Companhia Siderurgica Nacional steelworks in Brazil, the expansion of

IDB: distribution of investment 1961-74



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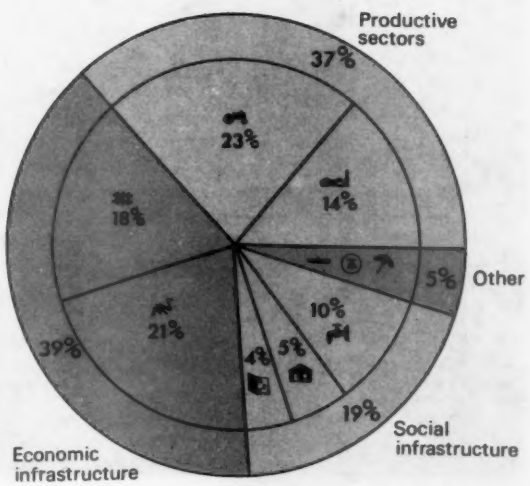

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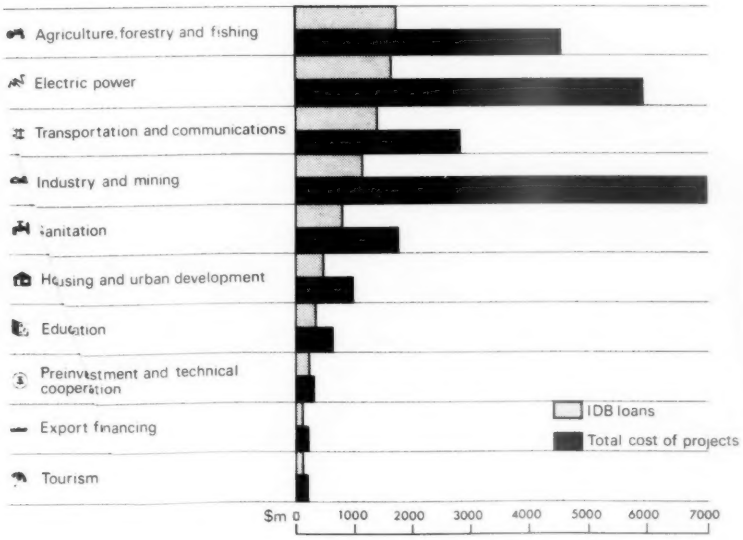

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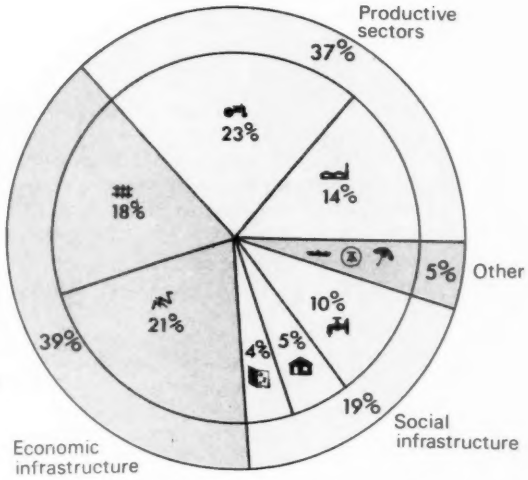
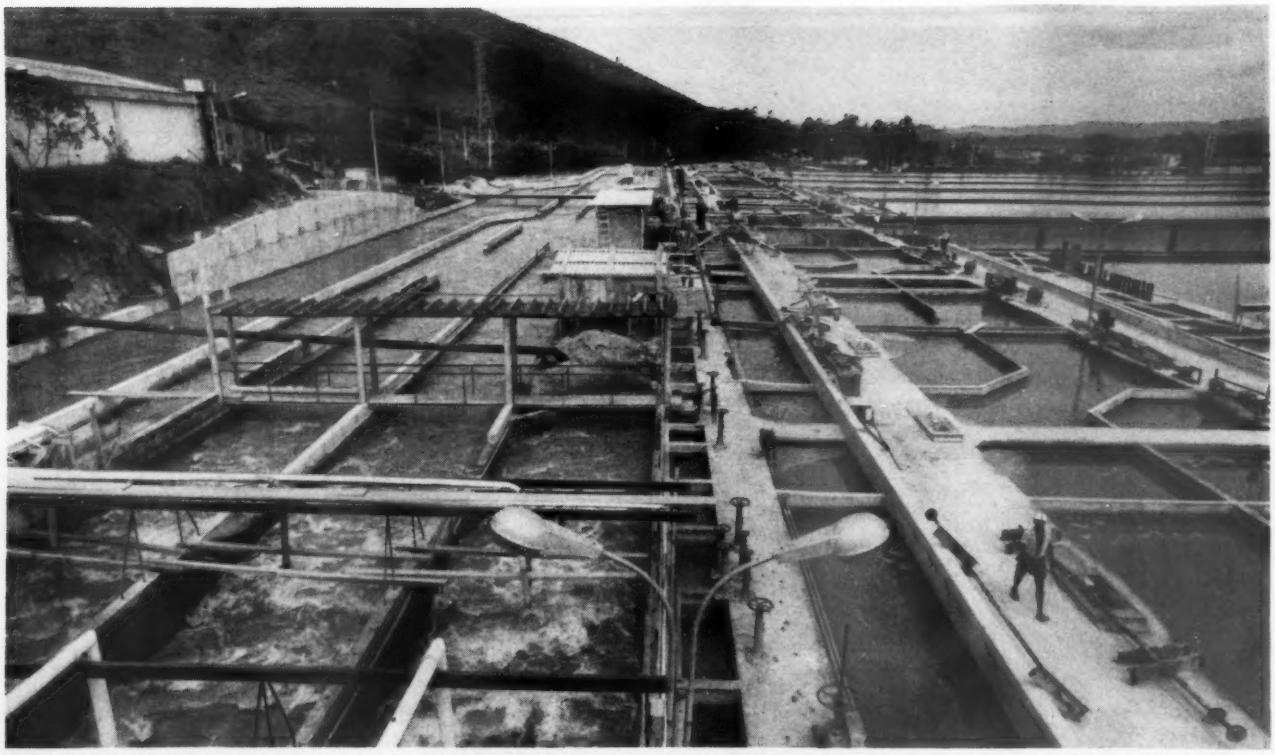


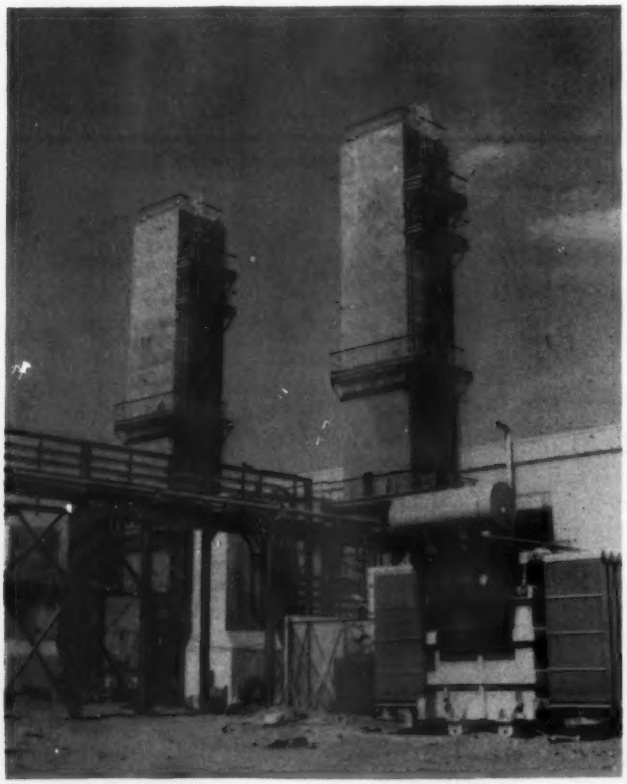


The Guandu water supply plant at Rio de Janeiro, where the IDB financed a project designed to increase the water supply to the poorer sections of the city's population.

the Port of Bridgetown in Barbados, or the many loans for small-scale agriculture and irrigation projects.

In short, membership extends the sort of success opportinity already enjoyed by some British firms – Cryoplants Ltd., for instance. A BOCI group member, Cryoplants are designers and manufacturers of air separation plant who, in 1974, won a £2.8 million part-IDB financed contract to supply two 230 tons-per-day oxygen plants to the Las Truchas steel mill in Mexico. Marketing manager Ian Rees is well aware of the considerable business opportunities that membership of the IDB will bring to British firms interested in Latin America.

Success is already enjoyed by some British firms in Latin America : Cryoplant's oxygen plants for the Las Truchas steel mill in Sicartsa, Mexico. (Photo : BOCI)



'Cryoplants for one will certainly be keeping a watchful eye open for future IDB export opportunities, especially now that we are eligible to tender for just about all of the bank's contracts. Our company has already done good business in Latin America on projects in which IDB finance has been involved and we hope to do more. I strongly recommend others to take a close look at this market.'

Support from the Department of Trade

Ready and willing to help British exporters increase their business in third world countries, including Latin America, is the Projects Sub-section of the Department of Trade's General Exports Services Branch located in the City of London at Export House. The Projects Sub-section maintains a large store of information on aid-financed projects and, in the case of IDB, the information includes procurement rules, future projects information outlining the kind of goods and services that will be required on a project and the date when these contracts are likely to be issued. All this at a stage before the publication of the formal loan announcement. This information will be issued to members of the Export Intelligence Service.

Ultimately a company's prospect of winning IDB contracts – and of course this is true of all sales – must depend on how much effort its personnel are prepared to put into the task. Goodwill towards Great Britain is still strong in Latin America and British products are respected for their quality. Yet to many the sight of a British salesman is all too unfamiliar and it is likely that UK chances of future IDB contracts will depend very much on the personal name individual firms

A project to renovate and expand the Mexican fishing fleet, and strengthen port infrastructure and marketing systems, has been backed by funds from the IDB.

establish in the country where the work is to be done.

There is simply no avoiding the fact that a great deal of preparatory work will have to be done by UK companies if they are to compete effectively with firms from Japan, the Federal Republic of Germany or Spain, for example, who join the IDB with Britain today. Many firms from these countries are already operating very successfully in Latin America and will be keen to increase their exports. Much will thus depend on Britain's ability successfully to publicise itself and its services in Latin America, to develop and maintain close contact with the market and influential organisations and actively to follow up export opportunities at the earliest stages.

Given the will, this should not prove too difficult. The IDB itself has a field officer in each member country whose function it is to render supporting services in the identification of new development projects and to help administer those already under way. These officers should be cultivated as contact points and would be well worth considering as a port of call on future overseas tours or as part of a local agent's rounds. The IDB is also hoping to establish a London office later in 1976.

To help consultants promote their services, the IDB maintains a professional services contractors file at their headquarters in Washington and it is essential for British consultancy firms wishing to be considered for work on bank projects to become registered here.

New booklet available

Details of how to do so, as well as further information on the considerable export opportunities that will arise from Britain's extended membership of the IDB and advice on how to set about making the most of them, have been collected by the Department of Trade and published in a free booklet 'The International Lending Agencies'.

The booklet is available from the Department of Trade' Project Sub-section, GES4A, Room J33, Export House, 50 Ludgate Hill, London EC4M 7HU. Firms are asked to make their request in writing, enclosing a self-addressed adhesive label.

Construction of the Darien Gap highway in Panama. Financed by the IDB, the 193-miles highway will be the final link in the Pan-American highway system which extends from Alaska to the southern tip of South America.

Photographs in this feature by courtesy of the Inter-American Development Bank.

BOTB News

Export conferences have right mixture: Lord Mountbatten

Speaking at BOTB's eighth export conference in Birmingham on 30 June, Lord Mountbatten denied that the export conferences were exercises in exhortation. 'They do not say,' he said, 'either "exporting is fun" nor that "we must export or die". The conferences are strictly down to earth with the object of passing round practical and successful ways of tackling export markets. And I particularly applaud the involvement of the shop floor representatives in the teams that have come from local firms.

'This is the eighth such conference,' he said, 'and I assume that the British Overseas Trade Board wanted to get the formula right before coming to Birmingham. From what I have heard about the conference so far, it seems that the board now have the right mixture. Indeed, I am told that a tough and seasoned export campaigner at the last conference in Manchester said that he had been to scores of such conferences at home and abroad and the BOTB conferences made the other look sick.'

Miss Cheryl Dawkins explaining the working of a Leadmaster machine to Earl Mountbatten during his visit to GEC Telecommunications in Coventry following the Birmingham export conference.

Lord Mountbatten stressed that he did not propose to quote a lot of detailed statistics. 'I think no one is in any doubt that our exports are now showing a real expansion,' he said. 'In the first quarter of this year the volume of our exports was up by 6 per cent on last year, and in May it went up again.

'Looking ahead for the rest of this year, it is surely not too much to expect to see the volume up by more than 10 per cent if we can keep up the pressure. This is marvellous news, bearing in mind that only last year our volume actually went down by 2½ per cent.'

He continued, 'If we can achieve this splendid recovery – and I believe we can – we must ensure that having won our export markets back we increase them and, above all, we stay in them. In the past our export booms have petered out. We must not let that happen again. We must not let Britain gain the reputation of "in and out" marketeers.

'But exports are only one side of the equation,' he pointed out, 'and imports make up what is, in our case I fear, a serious imbalance in our trade. Now that export production is going ahead so strongly, we are importing the extra raw materials and semi-finished products to go into the exported goods. And our imports cost more because of the falling value of the pound. While, therefore, it is not unrealistic to hope that the total value of our exports this year could be up by some 25/30 per cent, we must remember that against this we must offset the increase in the cost of our imports.

'Much of the remedy lies in your hands,' he told the conference, 'if we are to beat this vicious circle of price rises it is not enough to maintain the present increase in our exports; each and everyone of us here today who is in any way involved in exports, whether they are visible or invisible, must say to himself, what more can I do?'

An experiment in participation in the west country

Management and shop floor representatives from west country companies met at Bristol Chamber of Commerce on Wednesday, 7 July, in a new approach to boosting firms' export effectiveness.

The working conference, an initiative in response to Export Year, will be studying practical ways of producing a greater sense of involvement in exporting at all levels within a company.

Export Year, launched on 1 June by the TUC, CBI, BOTB, chambers of commerce and other organisations, is intended to encourage this type of joint exercise.

Chaired by Professor Ray E. Thomas, Professor Business Administration, Bath University, the meeting will comprise equal management and staff representation from three west country companies, which each have varying degrees of export experience, plus six TUC south west regional committee members and six chamber of commerce representatives.

One of the TUC men, Mr. Ernie Brown, who sits on the executive council of the South West Advisory Council is also a member of the British Overseas Trade Advisory Council – one of the sponsors of Export Year.

'We have welcomed the opportunity offered by Export Year to continue our collaboration with our regional TUC friends,' Bristol Chamber of Commerce chief executive John Shore said.

'At the chamber we see the need for all people engaged in exporting to become involved so as to improve their company's export earnings, and the country's balance of payments.

'We hope it will lead to fostering a greater awareness of the total involvement from every company employee in the export effort.'

Follow-up action will be taken after the meeting and lessons learned will be analysed and disseminated to other companies in the region for their benefit.

Among other points, the meeting is examining three key questions: Today's critical issues in exporting, what more will be expected – generally – from exporters, and the subject of internal communications within exporting companies.

Brochure available on new foundation course in overseas trade

In the new academic year (starting in September) at least 40 colleges will offer the foundation course in overseas trade.

The course, which is supported by the BOTB, was introduced last autumn and received an enthusiastic response from industry with some 750 students registering at 33 polytechnics and colleges throughout the UK.

In a foreword to the new course brochure, published on 30 June, the Duke of Kent, newly-appointed vice-chairman of the BOTB, has praised the enthusiasm and co-operation of the sponsoring bodies, students and employers in helping to make the first year of the course a success. He said, 'Success in exporting benefits every man, woman and child in this country. We can be that much more effective in our overseas selling if we have not only the tools of the trade but the knowledge to use them in the most efficient way.'

The foundation course in overseas trade is the result of the combined initiative of four professional institutes – the Institute of Export, the Institute of Freight Forwarders, the Institute of Marketing and the Society of Shipping Executives. It is a part-time course of one year's duration and is intended as a first step towards a professional qualification.

The course is designed for those with management potential in overseas trade as well as for the practising export executive. There are four main subjects in the syllabus: international trade and payments; cargo insurance; transportation and documentation; and elements of export law. Each subject may be studied separately, enabling senior people to use the programme as a refresher course.

On completion of the course, successful students will be awarded a Certificate of Supplementary Study by the Business Education Council (or an equivalent certificate in Scotland awarded by the Scottish Business Education Council). Students will then be able to proceed to the latter part of the examination schemes of one of the four individual institutes.

Copies of the brochure which describe the course syllabus and teaching arrangements in detail, are available from the British Overseas Trade Board, Publicity Unit, Room 231A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5492.

Hardware buyers in Britain

An important inward mission of hardware buyers from Singapore and Malaysia are visiting Britain under the auspices of the BOTB, the Federation of British Handtool Manufacturers and the National Federation of Engineers Tool Manufacturers. The group will be in Britain until 14 July.

The party is paying a brief visit to firms in the Midlands and then goes to Sheffield for a 12 day stay. An extensive programme of factory and other visits has been drawn up. The 20-man party is largely made up of chairmen and managing directors of Malaysian and Singapore hardware firms and they are interested in a wide range of hardware products of all kinds.

This mission follows the highly successful one from Canada last year and it is hoped that the visit will result in long term business in south east Asia for British hardware firms.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

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Exhibitions and Fairs

British gardens in Tokyo prove highly successful

From J. W. MacDonald, First Secretary (Commercial), British Embassy, Tokyo: The old image of Japan of Samurai and cherry blossoms may have been supplanted by that of a fiercely vigorous industrial nation with its factories, smoke and pollution, but the 'greening' of Japan is now under way, bringing with it a resurgence of the tremendous interest by the average Japanese in nature and gardening. This, coupled with a growing move to more leisure time, points to a good potential for gardening equipment and products.

This conclusion was reached by the 16-member-strong group of exhibitors at the Gardening Equipment Exhibition held at the British Export Marketing Centre in Tokyo, 15-19 June, under the sponsorship of Gardenex (The Federation of Garden Equipment Exporters Ltd.), a fair which saw the finalisation of several agency arrangements. Good progress was also made in negotiating licensing agreements for two of the more unusual products – the 'Rollamix' compost mixer (its unique features are also of interest to the DIY enthusiast, because of the ease with which small amounts of concrete can be mixed) manufactured by Harcostar Ltd., and the 'Ballbarrow', a modern replacement of the conventional wheelbarrow, presented by Kirk Dyson Designs Ltd.

The exhibition was opened by Mr. Hirohide Ishida, the chairman of the Japan Horticultural Society, who combines his love of gardening with his career in politics – he is a former Minister of Labour – and is particularly proud of his garden containing no less than 800 varieties of roses. He spoke glowingly of the reputation in Japan of the British gardener and of the equipment available in Britain.

BEMC facilities

The BEMC facilities are now well known to the large number of British companies which have taken advantage of them to hold exhibitions, either as a group or on an individual basis. There are 500m² of exhibition space and immediately behind the exhibition area is a fully equipped conference/seminar area, which can be used for audio-visual presentations, receptions, conferences or other commercial activities. This area is approximately 150m² and has flexible partitions allowing division into four areas. A section of this area is used as the exhibitors' lounge. An annual programme of 10 major exhibitions is planned in consultation with industry and the Commercial Department of the British Embassy in Tokyo, and for a single payment of £200 exhibitors are provided with space, stands (with standardised graphics and counters) and normal mounting of approved exhibits. Shipping of approved exhibits from Britain to Tokyo is provided free-of-charge, and assistance is given for the freight costs of the return to the UK of any unsold exhibits. On top of that, £450 each for up to two representatives of each company participating in an exhibition is reimbursed by the British Overseas Trade Board, to enable the representatives to man their stands and to direct their individual sales campaign.

Further details

Further details of these facilities are available from the Fairs and Promotions Branch of the Department of Trade (telephone 01-248 5757 ext. 7104).

The versatility of the BEMC exhibition area was demonstrated on this occasion by the cunning use of the aisles between the stands to give the impression of a walk through a garden, with here a greenhouse containing the very latest in specialised equipment by Simplex of Cambridge Ltd., and there a demonstration of the 'Flymo' lawnmower floating on a cushion of air, and in the distance an impressive array of garden tools by Bulldog Tools of Wigan, all serving to demonstrate to the numerous wholesalers, importers and retailers of gardening equipment who flocked to the exhibition, the remarkable range of goods available from British manufacturers in this field.

Remarkable range

Already established in the Japanese market were Associated Sprayers Ltd., who exhibited a selection of garden sprayers and clothes drying aids; Christonette International Ltd. with their very popular display of planters and flower pots; Crittal Warmlife who showed their 'Luminair' greenhouse; and Hills Industries Ltd. and Wilkinson Sword Ltd. were also prominent with their garden pressure sprayers, outdoor rotary driers and a comprehensive range of garden tools.

A number of products were being displayed in Japan for the first time. These included greenhouses by Garden Relax Ltd., Tropical Greenhouses and Marley Greenhouses Ltd.; and the garden sprayers, lawn aerators and hanging baskets displayed by Tudor Garden Products Ltd. attracted a good deal of attention.

On the stand of Harcostar Ltd., of Huntingdon, an interpreter offers an explanation of the Rollamix to interested visitors, whilst Mr. D. R. Sandbrook, marketing manager, looks on. The easy to operate concrete mixer proved a very popular exhibit and Mr. Sandbrook expects a successful licensing agreement to be concluded as a result of negotiations at present under way.

Although the total market in Japan is small at present – it has been estimated at £44 million in 1974 – the growth in demand has been a constant 7-20 per cent over the last five years, and is expected to reach £80 million by 1980.

By common consent, this first exhibition sponsored by Gardenex in Japan was highly successful, both in introducing new lines to the Japanese market and in convincing the British exporter that the market is worth developing. A number of individual follow-up visits are expected by members over the next two years, leading to a further exhibition in due course.

Positive spirit at Posidonia

From D. T. Wallis, First Secretary (Commercial), British Embassy, Athens: The Posidonia International Shipping Exhibition takes place every two years and is recognised as one of the most important events in the international marine calendar. This year's exhibition, the fifth and the largest, took place from 7-12 June at a new and more spacious venue, the St. Nicholas terminal at Piraeus. Situated at the heart of the Greek shipping market, Posidonia attracted some 280 exhibitors representing 550 companies.

The British contingent formed a major part of the exhibition, which was also organised by a British company, Maritime Presentations Ltd. Thirty-eight British companies participated in a joint venture sponsored by the Shipbuilding and Repairers National Association (SRNA) and the British Marine Equipment Council (BMEC), under the Department of Trade scheme. The British pavilion and the entire shell-scheme was brought from the UK and installed by British companies. Twenty-five other British concerns had independent stands.

There were 27 foreign countries represented. The British exhibitors expressed satisfaction with the new exhibition venue in general and the British pavilion and its prominent site in particular. The exclusion of the general public, except on the last evening, ensured a business-like atmosphere for the commercial visitor, and exhibitors reported that these were at a high level. Austin and Pickersgill was the first British exhibitor to announce a substantial success; the sale of four SD14s worth over £20 million to Lamport and Holt Line, in association with Blue Star Line. This was followed by an announcement by an independent British exhibitor, Hawthorne Leslie Engineers, that they in turn had obtained an order from Austin and Pickersgill for three diesel engines for SD14s. A new pollution control device for ships sterntube bearings produced by a combination of three British companies – Tube Investments, P and O, and Glacier Metal – and displayed on the latter's stand attracted much attention and publicity. Virtually all British visitors and exhibitors agreed that Posidonia had been more positive in spirit than the depressed state of world shipbuilding might lead to suppose, and that attendance at the exhibition is extremely valuable for maintaining shipping interests. Greek shipowners are said to have over 230 ships on order at present.

On the final day of the exhibition the now well established Posidonia forum took place. Opened by the Minister of Mercantile Marine and chaired by the president of the Union of Greek Shipowners, Anthony J. Chandris, the forum proved to be of outstanding quality. Attendance was strictly by invitation to the Greek shipowning community and to exhibiting companies. Papers were presented covering the gamut of Greek and world shipping and economics. During his address on 'Developing Greece's maritime infra-structure', the shipowner, Mr. A. M. Karageorgis, made an important official announcement that agreement had been reached with the Greek government for a new law to be enacted guaranteeing foreign companies, serving the shipping industry in Greece, long-term protection and security.

With almost double the space occupied in 1974, Posidonia '76 must be considered the most important and successful international event of its kind. The shipping industries endorsement of the event is confirmed by the provisional bookings for Posidonia 1978 which already account for two-thirds of the available space.

Eye-catching display at Lisbon

From Pedro Dias, Commercial Officer, British Embassy, Lisbon: The 17th Lisbon International Fair (FIL) was opened on 11 June by the Prime Minister, Admiral Pinheiro de Azevedo on behalf of the President of the Republic. He was accompanied by the Minister and Secretary of State for External Trade and other high ranking government officials, and by the new Administrative Commission of FIL nominated by the Government two days before.

This year's annual trade fair was of the now usual international scale. Trade and information stands of 14 countries attracted the attention of an estimated 300,000 visitors. The official stands accounted for 5,558m² of the 22,000 of occupied exhibition space. The largest area was occupied by Czechoslovakia, followed by Romania and Bulgaria. Great Britain came fourth with 672m²; however, there were many more stands showing British goods, both of British firms mounting their own displays and of Portuguese agents exhibiting on their own account.

For the eighth consecutive year, British participation was sponsored and organised by the Fairs and Promotions Branch of the Department of Trade, in conjunction with the Birmingham Engineering and Building Centre Ltd. Against a white, green and blue background, the 15 exhibiting manufacturers grouped around the British trade information stand and in the outside area provided an eye-catching display of goods.

A British day was organised on 14 June by the British Embassy. The British Council supplied films on British industry, In the afternoon, the Ambassador, Sir Nigel Trench, visited the joint venture stand and gave a reception there for all the exhibitors and their agents, to which were also invited the FIL Administrative Commission and directors of all other national stands and other officials.

The director of the joint venture stand agreed that 'Portugal is very much a pro-British market and British exporters are well advised to give their agents as much support and encouragement as they can, in order to maintain their position, vis-à-vis increased competition from the new trading partners of Portugal, namely the Eastern European countries.'

This fair continues to generate a lot of interest from all trading partners of Portugal and especially the Eastern European countries which are still attempting to break into the market on a large scale. No doubt everybody's continued interest will make it an even larger and more international event next year.

Sir Nigel Trench, the British Ambassador, talking on the joint venture stand to Mr. George Thomas of SABCO Houseware (UK) Ltd. (centre) and his Portuguese agent at Lisbon International Fair.

European Community News

Foreign council: Luxembourg presidency comes to an end

Luxembourg Foreign Minister Gaston Thorn was in the chair for the last time as president of the council of ministers at the EEC meeting of foreign ministers on 29-30 June. At the beginning of July the Netherlands took over the presidency for the second half of this year and the next foreign council (19-20 July) will see Dutch Foreign Minister Max Van Der Stoel in the presiding role.

Max Van Der Stoel : taking over the presiding role.

At the 29-30 June meeting ministers agreed that the Nine's committee of permanent representative (Coreper) should set in hand arrangements for negotiating the accession to the Lomé Convention of Cape Verde and Sao Tome. And it was agreed that a letter should be sent to Papua New Guinea as a preliminary to opening negotiations for accession.

The question of the community's external financial commitments and relations with Greece, Turkey, Israel and the Mashraq countries (Egypt, Syria, Jordan and the Lebanon) were also discussed and the provisional date of 24 July was set for the next association council with Turkey.

Common fisheries policy

The common fisheries policy was the subject of a statement to the council by Anthony Crosland, Secretary of State for Foreign and Commonwealth Affairs, following the submission of a progress report by Coreper.

Mr. Crosland said that, apart from the questions of coastal belts and the distribution of quotas, there was the problem of protecting fisheries resources in the potential 200-mile zone of member states. He pointed out that the community must be in a position to defend its resources against the diversion of third country fishing effort from other areas. Whether the United Nations Law of the Sea Conference in the autumn was successful or not, member states should think of extending their fisheries jurisdiction in the first half of next year, and possibly sooner, and that it was obviously desirable that member states do this together as a community. He proposed, therefore, that a declaration of intent should be made to expand fisheries jurisdiction to 200 miles.

In any event, he went on, the community must embark on negotiations with third countries and, in the case of Norway and Iceland, this was urgent. He pointed out that the present arrangements between the UK and Iceland expired at the end of November and that the Norwegians were likely to extend their limits very soon.

Puerto Rico summit

Mr. Crosland also gave the council a short report on last month's economic summit in Puerto Rico, emphasising that no decisions had been taken and that community competence had been respected. He outlined the subjects discussed, which had included the world economic situation and prospects for world trade.

He described the meeting as a useful exchange of views on relations with developing countries and on East-West relations. No provision had been made, however, for further meetings of a similar nature.

EEC tariff quotas for rum, arrack and tafia

Notices in *Trade and Industry* of 16 January 1976 (page 156-58) and 27 February 1976 (page 590) gave information about tariff quotas for rum, arrack and tafia of tariff heading 22.09 CI from the African, Caribbean and Pacific countries, and the Overseas Countries and Territories (OCTs) of the EEC, for the period up to 30 June 1976.

Tariff quotas have now been opened for the period 1 July 1976 to 30 June 1977. The relevant EEC Regulations No. 1464/76 (ACP) and No. 1465/76 (OCT) are published in the *Official Journal of the European Communities*, L165, 25 June 1976. The statutory instrument relating to the ACP tariff quota is SI 1976 No. 1013. Copies of the statutory instrument and the *Official Journal* may be obtained from HMSO, PO Box 569, London SE1, tel. 01-928 6977.

The United Kingdom's shares of these tariff quotas are 125,395 hectolitres of pure alcohol (4,836,825 proof gallons) for ACPs and 100 hectolitres of pure alcohol (3,857 proof gallons) for OCTs. The goods entered under these quotas will be free of customs duty (excise duty will be payable when appropriate). Qualifying imports will be debited against the tariff quotas in the order in which any importer enters them for home use on and after 1 July 1976 and claims relief from duty. Customs Notice 771 and amendments, obtainable free from any Customs House or office of HM Customs and Excise, explains how claims should be made.

Any inquiries about this notice should be addressed to General Division 2, Department of Trade, Room 333, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ. Inquiries about how much the quota has been used should be made to the Tariff Quota Registration Unit, HM Customs and Excise, Kings Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515, ext. 2570.

More on the EEC

Information on EEC matters and about member states can often be found in other sections of 'Trade and Industry'. For this week's additional news, turn to the following pages:

Britain

Wise moves: German investment in Britain 81

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James Callaghan and Helmut Schmidt in Bonn on 30 June : another meeting in the autumn. (AP Wirephoto)

Bonn talks: community subjects discussed

Community problems, including the issue of direct elections, were on the agenda during a working visit to Bonn by the Prime Minister, James Callaghan, on 30 June.

On direct elections, Mr. Callaghan explained afterwards, 'I don't think there will be too much difficulty between ourselves because Germany's attitude on this matter has always been flexible and they have always been willing to accept any particular solution that commended itself to others.'

The question of the fisheries policy, which, said Mr. Callaghan, 'is a result of the proposed extension of the sea limits to 200 miles' had also been raised. And there had been 'a first-class discussion bringing in both the trade unionists from both sides and managers of industry' on industrial democracy. The UK, Mr. Callaghan said, was a long way behind West Germany in this field. 'You have had 25 years of it in some industries, and we are still learning. We have sent a very distinguished team over here to learn from your experience, and they have done so.'

Referring to last month's visit to Britain of the French President, which preceded the Bonn talks with German Chancellor Helmut Schmidt, Mr. Callaghan said, 'we propose that this kind of discussion should go on between ourselves, and of course we constantly remember the interests of the smaller members of the community, and those visits will continue between us as well.'

The Bonn meeting was 'one of a series of talks that we intend to continue and which is undoubtedly bringing us closer together, because the great lesson that I believe we all feel now is one of interdependence between our countries and the fact that very few countries, if any, in the world can operate an economic policy in isolation from their neighbours. Therefore it is important that we should understand each other and reconcile our policies with each other.'

Mr. Callaghan pointed out that the German Chancellor had agreed to come to England in the late autumn when there would be further talks.

European informatics network goes live

A new international experimental computer network, the European informatics network (EIN), has now begun carrying traffic for participating organisations.

COST project

One of the most successful projects (project 11) of the COST group (Co-operation Européenne dans le Domaine de la Recherche Scientifique et Technique), EIN was set up by a 1971 agreement to facilitate research into methods of exchanging information and sharing data processing facilities. The signatories were France, Italy, Norway, Portugal, Sweden, Switzerland, UK, Yugoslavia and Euratom, followed later by the Netherlands and West Germany. The project is concerned with the design, construction and testing of a prototype standard packet-switched network nodal centre, the definition of a network control language, and with a co-ordinated research program to deal with the problems of integrating a network into data processing applications.

Five computer centres

EIN links five computer centres – the National Physical Laboratory (NPL) at Teddington in the UK, the Institute for Research in Information and Automation (IRIA) at Rocquencourt, near Paris in France, the Eidgenössische Technische Hochschule (ETH) at Zurich in Switzerland, the Politecnico di Milano in Italy, and the Joint Research Centre of the European Atomic Energy Community at Ispra, also in Italy. There is provision for the connection of additional centres, and it is hoped that research organisations in the UK will put forward proposals for the use of the network.

Although all usage of the network must be experimental, it need not be confined to research into the techniques of networking; use of EIN to investigate software and other problems of employing a packet-switched network in real applications may also be classed as experimental. Each project must be approved by the Post Office and by any other telecommunications authorities involved, as well as by the EIN management committee, which is responsible for the overall direction of the project.

Software facilities

Software facilities are being made available by the network centres as follows:

NPL	Scrapbook, Edit Comp, NPL Network Control Centre
Paris	IRIS 80 (time sharing, RJE)
Zurich	Venus (a text-editing package)
Milan	Virtual subscribers, RJE
Ispra	Virtual subscribers, RJE

Access to these facilities will be open to new users, who are expected to make facilities on their own computers available to other network users. Charges for moderate reciprocal use of software are not anticipated.

The NPL nodal switching centre at Teddington provides the network's link with other UK centres. It is Post Office policy – and internationally agreed data communications policy – that access to EIN should be via a national data network, and in the UK this would normally mean via the experimental packet-switched system, EPSS. Since EPSS is not yet widely available and will have a limited number of ports, the Post Office have agreed that leased lines may be used for approved traffic to the EIN node, as a temporary measure.

UK participation

The UK's participation in the project is administered by the Computers, Systems and Electronics (CSE) Division of the Department of Industry, as well as by NPL. In certain cases it may be possible under the Department's rules to provide financial assistance with technical developments necessary to achieve access to EIN, particularly if such developments can have a wide application.

Inquiries from possible users should be addressed to Dr. G. F. Fooks, Department of Industry CSE 2a, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 6524.

EEC/Maghreb agreement

The reference to rules of origin in the article on the EEC/Maghreb agreement in *Trade and Industry* of 2 July 1976 (page 24), mentioned the publication of further details in customs notice 882. This should have read customs notice 822.

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations, decisions and directives which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

General. Regulation (EEC) 1498/76 amending Regulation (EEC) 1380/75 laying down detailed rules for the application of monetary compensatory amounts (*Official Journal* L167, 26 June 1976).

Regulation (EEC) 1451/76 amending Regulation (EEC) 557/76 on the exchange rates to be applied in agriculture. This adds following subparagraph to Article 5 (2):

'Provision may be made for this disadvantage to be compensated for by a suitable measure. In such a case, the provisions referred to in the first subparagraph shall not apply' (*Official Journal* L163, 24 June 1976).

Wine. Regulation (EEC) 1393/76 laying down detailed rules for the importation of products in the wine-growing sector originating in certain third countries (*Official Journal* L157, 18 June 1976).

Regulation (EEC) 1455/76 amending for the third time Regulation (EEC) 2805/73 as regards the maximum sulphur dioxide content of certain white quality wines (*Official Journal* L163, 24 June 1976).

Regulation (EEC) 1403/76 fixing the free-at-frontier reference price applicable to imports of wine (*Official Journal* L158, 19 June 1976).

Corrigenda. The *Official Journal* L160, 22 June 1976 contains the texts of the following corrections to Regulations (EEC) 1162/76 and (EEC) 1163/76 (published in *Official Journal* L135, 24 May 1976):

Regulation (EEC) 1162/76 on measures designed to adjust wine-growing potential to market requirements

Page 32, footnote (3):

for: '(3) *OJ* No. C 53, 8.3.1976, p. 24.'

read: '(3) *OJ* No. C 179, 6.8.1975, p. 36.'

Regulation (EEC) 1163/76 on the granting of a conversion premium in the wine sector

Page 34, footnote (1):

for: '(1) *OJ* No. C 53, 8.3.1976, p. 24.',

read: '(1) *OJ* No. C 79, 5.4.1976, p. 34.'.

Oils, fats and oilseeds. Regulation (EEC) 1394/76 laying down detailed rules for the importation of olive oil from Turkey (*Official Journal* L157, 18 June 1976).

Regulation (EEC) 1462/76 fixing the main intervention centres for oil seeds for the 1976/77 marketing year and the derived intervention prices applicable at these centres (*Official Journal* L165, 25 June 1976).

Regulation (EEC) 1463/76 on compensatory amounts for colza and rape seed (*Official Journal* L165, 25 June 1976).

Fish and fish products. Regulation (EEC) 1408/76 amending Regulation (EEC) 1109/71 on detailed rules for determining the entry price for certain fishery products (*Official Journal* L158, 19 June 1976).

Processed fruit and vegetables. Regulation (EEC) 1412/76 fixing for purposes of application of the system of import licences for preserved mushrooms the percentage applicable to the reference quantity (*Official Journal* L158, 19 June 1976).

Regulation (EEC) 1492/76 fixing, for the 1976/77 marketing year, the production aid for tinned pineapple and the minimum price to be paid to pineapple producers (*Official Journal* L167, 26 June 1976).

Cattle, beef and veal. Regulation (EEC) 1413/76 amending Regulations (EEC) 2073/74 and (EEC) 2320/74 as regards the selling prices for certain beef held by the intervention agencies and deferring the taking over of certain meat put up for sale (*Official Journal* L158, 19 June 1976).

Regulation (EEC) 1466/76 extending the arrangements laid down in Regulation (EEC) 3328/75 for imports of beef and veal originating in certain African, Caribbean and Pacific states (*Official Journal* L165, 25 June 1976).

Regulation (EEC) 1500/76 on the granting of private storage aid for beef at a standard rate fixed in advance (*Official Journal* L167, 26 June 1976).

Regulation (EEC) 1501/76 amending Regulation (EEC) 3376/75 as regards the arrangements for the reduction of import charges on beef and veal products originating in the African, Caribbean and Pacific states in the second half of 1976 (*Official Journal* L167, 26 June 1976).

Fruit and vegetables. Regulation (EEC) 1475/76 fixing for the marketing year the reference prices for pears (*Official Journal* L165, 25 June 1976).

Regulation (EEC) 1476/76 fixing for the marketing year 1976/77 the reference prices for apples (*Official Journal* L165, 25 June 1976).

Regulation (EEC) 1493/76 suspending the application of the condition to which imports of certain citrus fruit originating in Morocco or Tunisia are subject under the association agreements between the community and each of those countries (*Official Journal* L167, 26 June 1976).

The *Official Journal* C140, 21 June 1976, contains the text of the second supplement to the second complete edition of the common catalogue of varieties of vegetable species which was published in *Official Journal* C161, 31 December 1974. Copies of *Official Journal* C140 may be obtained from HMSO price £0.35, plus postage.

Animal feedingstuffs. Directive 76/546/EEC. Fourteenth commission directive amending the annexes to Directive 70/524/EEC concerning additives in feedingstuffs (*Official Journal* L160, 22 June 1976).

Regulation (EEC) 1497/76 on the application of accession compensatory amounts and monetary compensatory amounts for certain cereal-based compound feedingstuffs (*Official Journal* L167, 26 June 1976).

Seeds. Fifth council Decision 76/538/EEC on the equivalence of field inspections carried out in third countries on seed-producing crops (*Official Journal* L162, 23 June 1976).

Fifth council Decision 76/539/EEC on the equivalence of seed produced in third countries (*Official Journal* L162, 23 June 1976).

Decision 76/540/EEC amending second Decision 75/370/EEC on the equivalence of seed potatoes produced in third countries (*Official Journal* L162, 23 June 1976).

Regulation (EEC) 1444/76 fixing for the 1976/77 marketing year the reference prices for hybrid maize for sowing (*Official Journa* L161, 23 June 1976).

Regulation (EEC) 1445/76 specifying the different varieties of Lolium perenne L. (*Official Journal* L161, 23 June 1976).

Sugar. The *Official Journal* L167, 26 June 1976, contains the texts of the following regulations:

Regulation (EEC) 1487/76 amending Regulation (EEC) 3330/74 on the common organisation of the market in sugar.

Regulation (EEC) 1488/76 laying down provisions for the introduction of a system of minimum stocks in the sugar sector.

Regulation (EEC) 1489/76 amending regulation (EEC) 766/68 as regards the granting of export refunds on sugars imported into the community under preferential systems.

Regulation (EEC) 1490/76 fixing, for the 1976/77 marketing year, the differential charge to be levied on raw preferential sugar and the differential amount to be granted in respect of raw cane sugar from the French overseas departments.

Regulation (EEC) 1491/76 laying down, for the 1976/77 sugar marketing year, measures to facilitate the disposal of sugar produced in the French overseas departments.

Regulation (EEC) 1499/76 amending Regulations (EEC) 394/70, (EEC) 825/75, (EEC) 2048/75 and (EEC) 2850/75 on the tariff nomenclature of certain sugar products.

Cereals and rice. The *Official Journal* L166, 25 June 1976, contains the texts of the

following regulations:

Regulation (EEC) 1418/76 on the common organisation of the market in rice.

Regulation (EEC) 1419/76 fixing the target price for husked rice for the 1975/76 marketing year.

Regulation (EEC) 1420/76 fixing intervention prices for paddy rice for the 1975/76 marketing year.

Regulation (EEC) 1421/76 fixing cereal and rice prices for the 1976/77 marketing year.

Regulation (EEC) 1422/76 laying down rules for determining rice marketing centres other than Arles and Vercelli

Regulation (EEC) 1423/76 determining standard qualities for rice and broken rice

Regulation (EEC) 1424/76 laying down general rules for intervention on the market in rice.

Regulation (EEC) 1425/76 on special intervention measures for rice.

Regulation (EEC) 1426/76 fixing, for the 1975/76 marketing year, the monthly price increases for paddy rice and husked rice.

Regulation (EEC) 1427/76 fixing, for the 1976/77 marketing year, the monthly price increases for paddy rice and husked rice.

Regulation (EEC) 1428/76 on rules for the advance fixing of levies on rice and broken rice.

Regulation (EEC) 1429/76 determining for the 1975/76 marketing year the threshold prices for husked rice and broken rice and the protective amount to be included in the threshold price for wholly milled rice.

Regulation (EEC) 1430/76 fixing, for the 1976/77 marketing year, the protective amount to be included in the threshold price for wholly milled rice.

Regulation (EEC) 1431/76 laying down general rules for granting export refunds on rice and criteria for fixing the amount of such refunds.

Regulation (EEC) 1432/76 laying down general rules to be applied in the event of the market in rice being disturbed.

Regulation (EEC) 1433/76 laying down conditions for applying protective measures in the market in rice.

Regulation (EEC) 1434/76 concerning imports of rice from the Arab Republic of Egypt.

Regulation (EEC) 1435/76 laying down general rules for the system of accession compensatory amounts for rice and fixing these amounts for certain products.

British-designed minicomputer for Verrone warehouse

Part of a dual Honeywell System 700 mini-computer system leaving Hemel Hempstead for Verrone, Italy, where it will be installed at Lancia's spare parts warehouse, to supervise control of a range of mechanical handling equipment in an automated store. The system will also record stock movements in a manually operated storage area at the same warehouse.

Harmonisation of legislation

Corrigendum. Outward processing. The *Official Journal* L165, 25 June 1976 contains the following correction to Directive 76/447/EEC relating to the triangular system of the outward processing procedure (published in *Official Journal* L121, 8 May 1976):

Annex, page 56 'INF 2' and page 57 'INF 2 BIS', section 25 'REIMPORTATIONS':

for: 'Type; Number . . .',

read: 'Type, number . . .'.

Annex, page 57, 'INF 2 BIS', section 16, third appearance:

for: '16. Tariff subheading',

read: '16. CCT subheading'.

Applications for copies of the 'Official Journal of the European Communities' containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1974, but any later changes known to have come into operation are shown.

£2.40 (*by post* £2.57).

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH). Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million				£ million		
						18,054	10,368	1,807	1,916			
1970	100	31,472	9,380	2,130	1,726	425	325	68	−30	735	−25	760
1971	102	32,396	9,544	1,991	1,801	70	−148	52	−10	1,058	280	778
1972	104	34,344	9,754	1,738	1,956	−18	−175	48	−11	131	−702	833
1973	110	35,894	10,008	1,864	2,114	1064	396	102	334	−842	−2,332	1,490
1974	110	35,521	9,805	2,087	1,959	597	666	81	−68	−3,611	−5,264	1,653
1975	108	35,413	9,768	1,809	1,716	−648	−386	−111	6	−1,700	−3,200	1,500
1973 3rd qtr.	110	8,994	2,506	488	528	181	46	29	47	−256	−625	369
4th qtr	109	8,958	2,513	476	545	205	96	32	51	−373	−950	577
1974 1st qtr	106	8,835	2,532	519	511	−176	−31	18	−59	−849	−1,297	448
2nd qtr.	110	8,789	2,339	513	487	295	191	43	27	−959	−1,366	407
3rd qtr.	112	8,905	2,418	516	485	373	368	3	−14	−852	−1,253	401
4th qtr.	111	8,992	2,516	539	476	105	139	17	−22	−951	−1,348	397
1975 1st qtr.	110	9,041	2,490	493	433	−176	−4	-31	−57	−466	−850	384
2nd qtr.	107	8,839	2,394	457	432	−254	−112	−54	−52	−360	−681	321
3rd qtr.	107	8,729	2,496	434	432	−156	−204	−29	60	−571	−986	415
4th qtr.	108	8,804	2,388	424	420	−62	−66	4	55	−303	−683	380
1976 1st qtr.	110	8,912	2.518	433	407	−47	16	15	−17	−60	−470	410
% change last 2 qtrs. on prev. 2 qtrs.	+2.1	+0.8	+0.3	−3.8	−4.3							
on a year earlier	−1.0	−1.8	−2.0	−17.0	−9.0							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages									On a balance of payments basis	
													at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907	1970 7,932
1971	100.4	99.6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	855.0	3.7	147.3	106.6	116.3
1973	110.2	110.8	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	121.8	133.9
1974	106.3	108.1	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.5ø	2.6ø	302.2ø	130.1	135.2
1975	101.0	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.8	929.0	4.0	148.2ø	124.9	125.6
1974 2nd qtr.	107.8	109.6	107.8	105	107.5	15.8	213.7	148.9	132.3	577.4	2.5	318.4	134.0	137.5
3rd qtr.	108.1	110.0	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7	133.4	136.4
4th qtr.	105.0	105.9	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	126.5	133.0
1975 1st qtr.	104.6	106.1	111.3	108	122.0	20.3	220.9	176.0	163.6	737.9	3.2	..	128.9	125.4
2nd qtr.	99.8	100.0	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	122.6	122.2
3rd qtr.	99.3	99.5	105.5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.3	133.6	120.0	127.4
4th qtr.	100.5	100.1	105.8	84	144.2	25.3	256.0	199.1	193.8	1,132.1	4.9	113.6	128.3	127.2
1976 1st qtr.	101.2	101.4	107.3	106	149.4	22.5	266.1	206.9	205.5	1,223.2	5.2	115.5	132.1	123.8
2nd qtr.										1,246.7p	5.4	119.6 p		
1975 May	99.1	99.1	103.7	95	134.5	25.0	226.2	187.3	176.4	850.3	3.6	163.3	133.0	119.9
June	99.1	99.4	104.1	91	137.1	26 1	227.7	189.0	182.6	893.5	3.8	149.0	120.2	122.7
July	99.8	100.2	105.4	91	138.5	26.3	233.2	191.7	184.8	968.2	4.1	133.9	123.0	134.3
Aug.	98.1	98.3	104.8	98	139.3	26.9	241.4	193.5	185.6	997.4	4.3	135.9	115.2	124.9
Sept.	99.8	100.0	106.1	120	140.5	26.6	243.2	194.9	186.0	1,034.4	4.4	131.1	121.9	123.1
Oct.	100.9	100.7	104.8	85	142.5	25.9	252.3	197.0	187.5	1,088.7	4.7	118.9	130.5	128.9
Nov.	100.9	100.7	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.9	111.8	123.4	128.0
Dec.	99.6	98.8	107.0	87	146.0	24.9	259.0	201.5	198.2	1,174.6	5.0	110.1	130.9	124.7
1976 Jan.	101.0	101.9	109.8	115	147.9	23.4	261.0	204.8	202.1	1,210.5	5.2	111.1	131.9	125.8
Feb.	101.6	101.3	107.1	101	149.8	22.9	263.5	207.3	206.4	1,232.4	5.3	113.5	128.4	125.4
Mar.	101.1	100.9	105.5	101	150.6	21.2	273.8	208.6	207.9	1,226.6	5.3	122.0	136.1	120.3
Apr.	102.1	102.3	108.5	118	153.5	18.9	285.1 p	211.4 p	209.3	1,233.7	5.3	123.9	136.5	131.1
May			105.7	112	155.2	15.4	290.7 p	214.6 p	210.6	1,250.0	5.4	120.6	138.4 p	137.1 p
June										1,256.5p	5.4	114.3 p		
% change latest 3 months on prev. 3 months	+1.1	+1.0	−1.3	+9.2	+3.5		+8.4	+3.4	+3.5	+1.9		+3.5	+5	+3½
on a year earlier	−1.5	−2.4	−4.0	+15.3	+18.4		+26.6	+15.6	+21.8	+47.1		−27.2	+9	+7½

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ø Average of 11 months

Nationality of vessels in United Kingdom seaborne trade 1975

Seaborne trade to and from the United Kingdom, measured in terms of tonne-miles, decreased by 19 per cent in 1975. This was caused primarily by the reduction in the tanker cargo trade of 23 per cent. Overall UK seaborne trade declined in weight terms by 15 per cent. In value terms however there was an increase of 8 per cent explained by higher prices for imports and exports.

TABLE 1 Total United Kingdom seaborne trade

Thousand million tonne miles

	1968	1969	1970	1971	1972	1973	1974 (1)	1975
Dry cargo								
Bulk	127	135	152	175	165	160	155 176	170
Other	181	180	178	183	181	198	180 155	150
Total	308	315	330	358	347	358	335 331	320
Tanker cargo	638	784	845	939	938	1,064	1,065 1,069	818
All cargo	946	1,099	1,175	1,296	1,284	1,422	1,400	1,138

(1) A change in the definition of dry and tanker cargoes occurred in 1974 (see notes at the end of this article).

TABLE 2 Cargo carried by UK registered ships in UK seaborne trade

Thousand million tonne miles

	1968	1969	1970	1971	1972	1973	1974 (1)	1975
Dry cargo								
Bulk	60	63	62	83	74	54	47 55	61
Other	117	112	107	102	89	93	85 75	67
Total	177	175	169	185	164	147	132 130	128
Tanker cargo	143	228	264	284	260	320	305 307	236
All cargo	320	402	433	470	424	467	437	365

(1) See note to Table 1.

TABLE 3 Percentage of UK seaborne trade carried by UK registered ships

Percentage of tonne miles

	1968	1969	1970	1971	1972	1973	1974 (1)	1975
Dry cargo								
Bulk	48	46	41	48	45	34	30 32	36
Other	65	62	60	55	50	47	47 48	45
Total	58	55	51	52	47	41	39 39	40
Tanker cargo	22	29	31	30	28	30	29 29	29
All cargo	33	37	37	36	33	33	31	32

(1) See note to Table 1.

In terms of tonne-miles United Kingdom registered vessels carried 16 per cent less than in 1974. The absolute figure of 365 thousand million tonne miles being the lowest since 1968 (see Table 2) though the percentage this represented of all seaborne trade was little altered from the previous few years. This is to a large extent due to the reduction in world trade in 1975, but also in part to the increasing importance of trade within the European economic community. In percentage terms UK ships carried proportionately more of the bulk dry cargo in 1975 than in the previous two years, but our flag share of other dry cargo continued to decline. (See Table 3.)

Symbols used in all statistical tables

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

TABLE 4 Cargo carried by ships of all flags in UK trade 1974 and 1975

	Weight		Tonne-miles		Value	
	Million tonnes		Thousand million		£ million	
	1974	1975	1974	1975	1974	1975
IMPORTS						
Dry cargo						
Bulk	54	47	159	153	2,837	2,829
Other	29	26	79	74	12,114	12,691
Total	84	73	238	227	14,951	15,520
Tanker cargo	130	104	1,054	804	4,746	4,299
All cargo	214	177	1,292	1,031	19,697	19,819
EXPORTS						
Dry cargo						
Bulk	16	16	17	17	258	383
Other	22	21	76	76	11,936	14,414
Total	38	36	93	94	12,194	14,798
Tanker cargo	16	15	15	14	704	709
All cargo	54	51	108	108	12,899	15,506
ALL TRADES						
Dry cargo						
Bulk	70	62	176	170	3,095	3,212
Other	51	47	155	150	24,050	27,105
Total	121	110	331	320	27,145	30,318
Tanker cargo	146	119	1,069	818	5,450	5,008
All cargo	268	229	1,400	1,138	32,596	35,325

TABLE 5 Proportion of United Kingdom trade carried by UK registered ships in 1974 and 1975

Percentages

	Weight		Tonne-miles		Value	
	1974	1975	1974	1975	1974	1975
IMPORTS						
Dry cargo						
Bulk	30	33	31	37	28	31
Other	38	38	45	43	47	46
Total	33	35	36	39	43	43
Tanker cargo	26	29	29	29	27	29
All cargo	29	31	30	31	39	40
EXPORTS						
Dry cargo						
Bulk	48	47	37	32	30	33
Other	43	43	52	46	51	52
Total	45	45	49	43	51	52
Tanker cargo	43	48	43	44	45	50
All cargo	44	46	48	43	51	52
ALL TRADES						
Dry cargo						
Bulk	34	37	32	36	28	32
Other	40	40	48	45	49	49
Total	37	38	39	40	47	47
Tanker cargo	28	31	29	29	29	32
All cargo	32	34	31	32	44	45

Table 3 shows the UK flag shares, in terms of tonne miles for the last eight years. There has been a slight increase in the UK share of the bulk cargoes, but a decline in the share of other dry cargoes. The UK flag share of the tanker cargoes has remained constant at about 30 per cent, except in 1968 following the closing of the Suez Canal.

It is shown in Table 4 that whilst in tonne-mile and weight terms tanker cargoes make up most of UK imports by sea, in value terms the other dry cargoes, generally carried by liners are the most important. Other dry cargoes, on all three bases make up most of UK exports by sea. Table 5 shows that in terms of weight, tonne miles and value a higher proportion of UK exports are carried in UK ships than UK imports.

Tanker cargoes

Imports

Tanker imports in 1975 accounted for 78 per cent of UK imports by sea in terms of tonne-miles, but only 22 per cent by value. There was a decline of 20 per cent in the weight of tanker cargoes imported by sea, reflecting the reduction in petroleum imports to the UK in 1975.

UK flags carry a smaller proportion of tanker cargoes than other cargoes. By far the most important of the tanker cargoes is petroleum (accounting for 85 per cent of all tanker imports) and our seaborne imports of petroleum declined by 22 per cent by weight in 1975, the largest fall being in seaborne imports from Saudi Arabia, Yemen and Republic of South Yemen, and Kuwait.

The UK flag ships carried proportionately more of the petroleum products imported by sea in 1975 showing an increase in flag share from 31 per cent in 1974 to 38 per cent in weight terms in 1975. However this was to a large degree offset by the weight of petroleum products imported declining by 6 per cent in the same period.

Exports

The UK flag share of the relatively minor tanker export cargoes increased in weight terms from 43 per cent in 1974 to 48 per cent in 1975. The UK share increased significantly in the trades with the Irish Republic, Denmark and Netherlands, but fell in some of the lesser trades.

Bulk dry cargoes

Imports

There was a decrease of almost 13 per cent in the weight of dry bulk cargoes imported in 1975. They accounted for over 64 per cent by weight and tonne miles of UK dry cargo imports in 1975 but only 18 per cent by value (see Table 4). However the UK flag share increased to 33 per cent in terms of weight compared with 30 per cent in 1974 which was the lowest recorded.

There has been a reduction of 20 per cent in the weight of iron ore imported in 1975 from 1974. This latter reduction has not hit the UK flag ships quite as much as other flags and the UK flag share increased in weight terms from 29 per cent in 1974 to 34 per cent in 1975, still considerably less however than the 43 per cent recorded in 1973.

Seaborne imports of coal increased in weight terms by almost 39 per cent in 1975 and despite a slight fall in the UK flag share from 58 per cent in 1974 to 55 per cent in 1975 this was considerably higher than the 30 per cent recorded in 1973. Coal and iron ore together account for almost 50 per cent of bulk dry cargo imports, the reduction in imports of iron ore being largely offset by the increase in import of coal.

Of the other dry bulk cargo there were decreases in the weight of wood, lumber and cork, waste paper and fertilisers imported and a slight increase in the imported weight of unmilled cereals.

The average length of haul of dry bulk cargo imports has increased from 2,980 nautical miles per tonne of cargo in 1973 to 3,610 in 1975. This is explained by the reduction in imports of iron ore from Europe and an increase in the import of coal from Australia and USA.

Exports

The export of bulk dry cargoes reached the same level in terms of both weight and tonne miles as it did in 1974, which was itself a record year. Even so this accounted for only 31 per cent by weight, 16 per cent by tonne-miles and 2 per cent by value of all UK seaborne exports.

The UK flag share declined in terms of both weight and tonne-miles, but increased in value terms from 30 per cent in 1974 to 33 per cent in 1975. (See Table 4.)

Other dry cargoes

Imports

The weight of other dry cargoes imported by sea declined by 17 per cent in 1974 and by a further 11 per cent in 1975. In terms of value however there was an increase of 26 per cent in 1974 and 5 per cent in 1975, reflecting the higher price being paid for imports. The average length of haul was 3,240 nautical miles per tonne in 1973 but only 2,709 in 1974 and 2,799 in 1975, reflecting an increasing importance in the short sea routes.

The UK flag share in weight terms has remained fairly constant in the last few years being 36 per cent in 1972 and 1973 and 38 per cent in 1974 and 1975. In terms of value the figures are 47 per cent and 48 per cent in 1972 and 1973, and 47 per cent and 46 per cent in 1974 and 1975.

Exports

The weight of other dry cargoes exported declined by 12 per cent in 1974 and by 5 per cent in 1975. In terms of value however there was an increase of 34 per cent in 1974 and 21 per cent in 1975 reflecting again the higher prices being charged for UK exported goods. The average length of haul was 3,320 nautical miles in 1973 and this became 3,440 in 1974 and 3,696 in 1975 a reverse trend from that shown for UK imports.

The UK flag share in weight terms has also remained constant in the export trade being 40 per cent in 1972 and 1973, and 43 per cent in both 1974 and 1975. In value terms it was 51 per cent in 1972, 1973 and 1974 rising to 52 per cent in 1975.

Trade carried by flag

The proportions by weight and value of UK seaborne imports and exports carried by the most important flags are shown in Table 6.

Table 6 shows the importance of the 'maritime nations' in the carriage of trade; among the principal maritime nations only Japan is not sufficiently important in UK trade to be worth specifying separately in the above table.

The graphs show the UK flag share by value and weight of the UK seaborne trade with various country areas.

Business Monitor

A full analysis of the seaborne trade of the UK appears in the annual Business Monitor M 8, entitled 'Nationality of vessels in UK seaborne trade'. It gives a detailed breakdown of UK sea trade by country, flag, average lengths of haul and individual commodity tables. It can be obtained from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies can also be obtained over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Departments Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7MU.

Notes

A full list of notes and definitions can be found in the Business

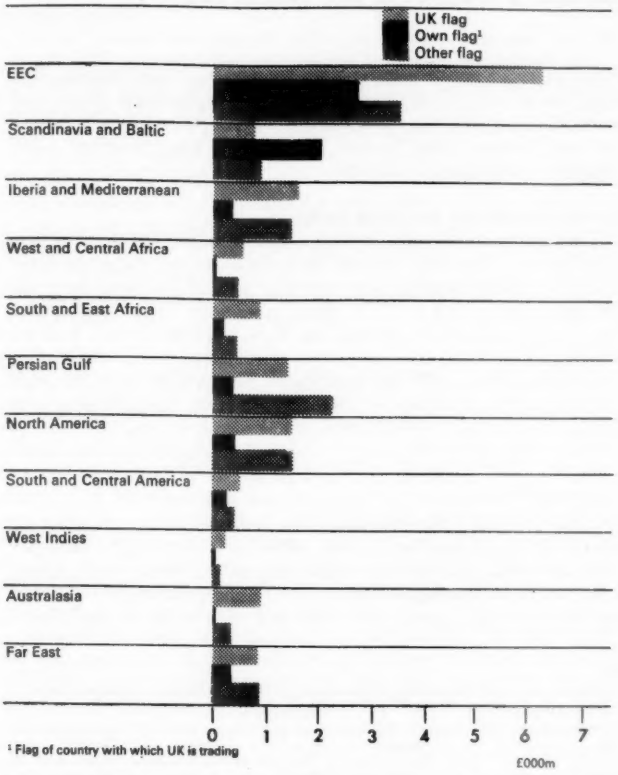
TABLE 6 Importance in UK trade of the main individual flags 1974 and 1975

Percentages

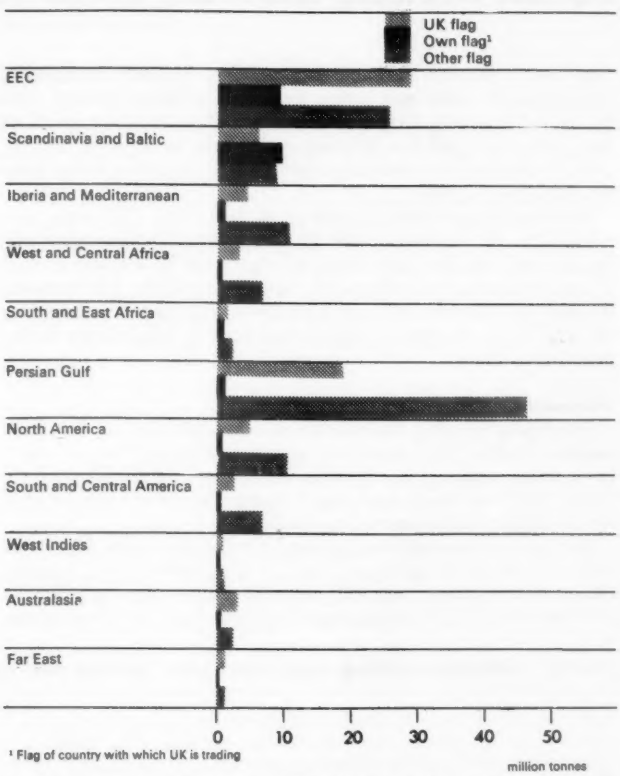
	All cargo				Dry cargo				Tanker cargo			
	Weight		Value		Weight		Value		Weight		Value	
Country of flag	1974	1975	1974	1975	1974	1975	1974	1975	1974	1975	1974	1975
IMPORTS												
UK	28.9	31.2	39.2	40.0	32.6	34.8	43.0	43.0	26.5	28.7	27.1	29.1
Liberia	18.6	18.9	6.9	6.5	8.4	9.9	1.5	1.6	25.1	25.2	23.9	24.2
Norway	11.7	10.3	6.7	6.2	10.6	9.8	5.0	5.0	12.4	10.6	12.1	10.3
Netherlands	5.7	5.4	6.4	6.0	6.7	6.4	6.7	6.2	5.1	4.7	5.5	5.1
Germany (Federal Republic)	5.6	5.9	10.8	10.6	10.7	10.3	13.3	12.7	2.2	2.7	2.7	3.1
Greece	5.4	4.3	2.6	2.1	5.0	3.4	1.5	1.4	5.6	4.9	5.8	4.9
Other EEC (a)	7.3	7.6	8.8	10.1	6.2	7.0	9.1	11.1	8.0	8.1	7.8	7.8
All other flags	16.8	16.4	18.6	18.1	19.8	18.4	19.9	19.0	15.1	15.1	15.1	15.5
EXPORTS												
UK	44.4	45.6	50.6	51.5	45.2	44.6	50.9	51.6	42.5	47.9	44.8	49.6
Germany (Federal Republic)	10.2	9.3	10.1	8.6	13.5	12.4	10.5	8.9	2.3	1.8	3.4	2.7
Netherlands	6.6	6.9	5.3	5.2	8.1	8.4	5.4	5.3	3.1	3.0	3.5	3.2
Norway	6.0	5.3	3.2	3.5	5.8	5.5	3.0	3.4	6.5	4.7	6.1	4.5
Denmark	3.7	3.3	2.6	2.7	3.7	3.6	2.5	2.7	3.7	2.3	4.2	2.5
Panama	2.8	2.5	0.7	0.7	0.8	1.1	0.3	0.5	7.4	5.9	7.2	5.5
Other EEC (b)	6.2	6.1	5.4	6.0	4.3	5.1	5.3	5.9	10.5	8.5	8.4	6.7
All other flags	20.1	21.0	22.1	21.8	18.6	19.3	22.1	21.7	24.0	25.9	22.4	25.3

(a) ie France, Belgium-Luxembourg, Italy, Ireland and Denmark.
(b) ie France, Belgium-Luxembourg, Italy, and Ireland.

UK seaborne trade by value, area and flag share



UK seaborne trade by weight, value and flag share



Monitor. Bulk, other dry and tanker cargoes are described in terms of commodities; these are set out in the Business Monitor.

The seaborne trade statistics cover the same field as the Overseas Trade Statistics but exclude the following categories of trade: parcel post, trade not classified according to commodity and trade where the flag of carrying vessel is not known; newly built ships moving under their own power, as well as trade by air and trade across the Irish Land Boundary.

Any measure of the share of UK trade carried by UK ships is not the same as that carried by the UK shipping industry since the latter would include foreign ships chartered in by UK shipping companies and exclude UK ships chartered out to foreign shipping companies.

More detailed information about UK trade than that available in the Business Monitor is obtainable from: The Controller, Statistical Office, HM Customs and Excise, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex SS2 6AL.

Analyses of UK trade by port can be found in the National Ports Council annual publication, Digest of Port Statistics.

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Metal working machine tools: sales and orders in March

This article presents in Table 1 provisional Monthly Statistics of Manufacturer's sales and orders for metal working machine tools up to and including March of this year. These monthly values of sales and orders will be published in the Business Monitor PM 332 and full details of the quarterly inquiry will be published in the Business Monitor PQ 332.

The monthly estimates of sales up to September 1975 have been adjusted to be consistent with the more comprehensive quarterly inquiry, and the latest provisional estimates will be similarly revised when the appropriate information becomes available. Furthermore, the Net New Orders and Orders on Hand have also been adjusted. see note below. A monthly employment series for this industry is also provided in Table 2.

Summary

Provisional monthly statistics are now available for the first three months of 1976. They show that the overall level of sales in current value terms continues to reflect the upward trend apparent since the end of 1975, but these most recent figures suggest a sustained level of sales rather than a continued growth.

New orders secured from overseas continued to show a recovery from the extremely depressed level of the previous three months. However, this increase was still not sufficient to compensate for the poor performance of new contracts received from the home sector, which were 24 per cent lower than the previous three months. The order books were still decreasing in recent months, being 10 per cent lower than the previous three months and 27 per cent lower than in the same period a year earlier. The industry has lost about 5,000 employees in the past 18 months.

Recent trends for machine tools

The latest monthly statistics now available for the first three months of 1976 show that total sales rose in terms of current values by 8 per cent over the preceding three months, and 20 per cent over the corresponding period in 1975. Home sales were 15 per cent higher than the previous three months, but there was only a slight increase in export sales. Total sales were 20 per cent increased on a year earlier, those to export being 26 per cent above the same period a year ago. Total sales the first three months of 1976 have averaged over £32 million per month, which is perhaps just below the monthly average of £27 million for 1975 in real terms, after allowing for price increases.

The overall intake of new orders (net of cancellations) in the most recent three months showed a modest recovery of 4 per cent over the preceding three months. New orders from abroad made up for the poor performance at home, which at £37 million was 24 per cent lower than the previous three months but 60 per cent higher than the corresponding period in 1975. Export new orders show an increase of 73 per cent over the very low level of the previous three

TABLE 1 Metal working machine tools: orders and sales

£ million

	Sales			Orders outstanding*			New orders		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1970	218.6	137.3	81.3	159.2	86.8	72.7	213.9	130.8	83.1
1971	207.7	121.7	86.0	106.0	46.0	60.0	154.2	80.9	73.3
1972	184.7	111.6	73.1	113.3	55.7	57.6	192.0	121.3	70.7
1973	213.2	129.1	84.1	216.0	120.4	95.6	315.9	193.8	122.1
1974	254.4	149.9	104.5	333.6	181.0	152.6	372.0	210.5	161.5
1975 p	329.7	188.1	141.6	242.3	129.9	112.4	247.4	143.0	104.4
1974 1st quarter	55.1	34.1	21.0	250.5	134.8	115.7	89.6	48.5	41.1
2nd quarter	56.1	33.0	23.1	295.5	155.3	140.2	101.1	53.5	47.6
3rd quarter	64.5	38.7	25.8	328.3	175.9	152.4	9.3	59.3	38.0
4th quarter	78.7	44.1	34.6	324.6	175.0	149.6	75.0	43.2	31.8
1975 1st quarter r	80.9	48.3	32.6	297.0	149.8	147.2	53.3	23.1	30.2
2nd quarter r	77.0	45.1	31.9	289.0	144.1	144.9	69.0	39.4	29.6
3rd quarter r	82.4	46.1	36.3	262.5	129.6	132.9	55.9	31.6	24.3
4th quarter p	89.4	48.6	40.8	242.3	129.9	112.4	69.2	48.9	20.3
1976 1st quarter p	96.9	55.7	41.2	217.6	111.2	106.4	72.2	37.0	35.2
1974 July r	23.6	13.9	9.7	308.9	162.4	146.5	37.0	21.0	16.0
August r	18.3	11.2	7.1	320.0	169.8	150.2	29.4	18.6	10.8
September r	22.6	13.6	9.0	328.3	175.9	152.4	30.9	19.7	11.2
October r	28.5	15.5	13.0	329.1	172.8	156.3	29.3	12.4	16.9
November r	28.6	16.5	12.1	325.7	172.6	153.1	25.2	16.3	8.9
December r	21.6	12.1	9.5	324.6	175.0	149.6	20.5	14.5	6.0
1975 January r	22.5	13.2	9.3	322.5	169.3	153.2	20.4	7.5	12.9
February r	27.7	16.5	11.2	311.4	161.5	149.9	16.6	8.7	7.9
March r	30.7	18.6	12.1	297.0	149.8	147.2	16.3	6.9	9.4
April r	26.0	14.7	11.3	320.7	170.0	150.7	31.7	16.9	14.8
May r	26.7	15.3	11.4	298.0	148.5	149.5	22.0	11.8	10.2
June r	24.3	15.1	9.2	289.0	144.1	144.9	15.3	10.7	4.6
July r	26.3	14.1	12.2	280.3	139.0	141.3	17.6	9.0	8.6
August r	23.7	13.8	9.9	275.0	133.7	141.3	13.4	8.5	9.9
September r	32.4	18.2	14.2	262.5	129.6	132.9	19.9	14.1	5.8
October p	29.5	15.6	13.9	253.5	128.3	125.2	20.5	14.3	6.2
November p	29.0	17.0	12.0	238.2	120.7	117.5	13.7	9.4	4.3
December p	30.9	16.0	14.9	242.3	129.9	112.4	35.0	25.2	9.8
1976 January p	30.8	18.6	12.2	239.3	120.1	119.2	27.8	8.8	19.0
February p	31.5	17.6	13.9	229.3	116.3	113.0	21.5	13.8	7.7
March p	34.6	19.5	15.1	217.6	111.2	106.4	22.9	14.4	8.5
Three monthly totals									
January 1976-March 1976	96.9	55.7	41.2	217.6	111.2	106.4	72.2	37.0	35.2
October 1975-December 1975	89.4	48.6	40.8	242.3	129.9	112.4	69.2	48.9	20.3
January 1975-March 1975	80.9	48.3	32.6	297.0	149.8	147.2	53.3	23.1	30.2
Percentage change latest three months on:									
1. Previous three months	+8	+15	+1	−10	−14	−5	+4	−24	+73
2. A year earlier	+20	+15	+26	−27	−26	−28	+35	+60	+17

p = provisional.
* The values for orders outstanding relate to the ends of the periods shown.
Due to rounding, constituent figures may not sum to their respective totals.

months; but at 17 per cent higher than the corresponding period a year earlier, they can be seen in perspective as having much ground to make up still.

As the overall intake of new orders in the last three months has remained 25 per cent below the level of deliveries, order books have continued to shrink. At the end of March 1976, at £217 million, they were 10 per cent below the level of December 1975, with home orders outstanding 14 per cent lower and export 5 per cent lower.

In terms of current activity, home orders on hand at the end of March were equal to about six months' work, and export order books could sustain recent export sales for about seven months. These are consistent with the industry having total orders-on-hand at the end of the first quarter of 1976 equal to just over six months' work. These are extremely low levels historically, and unless the upturn in orders continues strongly it is clear that the industry will be forced to cut output and employment still further.

Note: effect of inflation on net new orders and orders on hand:

The current value series published in this article in previous years have been balanced so that net new orders less sales equal the increase (decrease) in orders on hand. While this was perfectly satisfactory in non-inflationary conditions, when virtually all contracts were fixed in price, it presents considerable difficulties of interpretation nowadays. It is considered that the series should in future be published on a volume index basis, so that sales, orders on hand and new orders will reflect the volume of machines in question, each series being adjusted by its appropriate price level. This new method will commence later in the year.

Meanwhile it should be pointed out that the current value series for net new orders in this article, which will continue to be available when the volume index is published, comprise new orders received less cancellations plus price adjustments (if any) to orders previously received. Any queries regarding the published series or the proposed volume index series should be addressed to Mechanical Engineering Statistics, Room 610, Dean Bradley House, 52 Horseferry Road SW1P 2AG, tel. 01-212 8887.

Employment

Included in Table 2 is a specially prepared estimate of the employment of the industry covered by this Article, ie the part of MLH 332 concerned primarily with metal cutting and metal forming machine tools and parts, and excluding welding equipment, etc. It can be seen that the industry has lost some 5,000 employees to date in the current recession. The comparable total for 1970 is estimated at 70.1 thousand, so the loss this recession has been considerably less than in 1971-2. The current downward trend appears to be steadying out, although it is feared that there may still be some further closures of capacity. This table covers all sizes of firm, and gives averages for each period.

TABLE 2 Metal working machine tools: employment

Thousands

1974	1st quarter	52.9	1975	1st quarter	54.0	1976	January	50.1
	2nd quarter	53.2		2nd quarter	53.0		February	49.5
	3rd quarter	54.0		3rd quarter	52.2		March	49.3
	4th quarter	54.4		4th quarter	50.6			

Household expenditure up by 18 per cent in 1975

The average amount spent on goods and services by private households in the UK in 1975 was £54.58 a week. This was an increase of £8.45, or 18 per cent, on 1974.

This is among the first results of the Family Expenditure Survey, published in the June issue of the *Department of Employment Gazette*. As the survey shows (see table below) that expenditure patterns have again changed little over the last three years. Food continued to account for almost a quarter of expenditure on goods and services, 24.8 per cent compared with 24.5 per cent for 1974, while transport and vehicles represented 13.8 per cent of expenditure, compared with 13.4 per cent for 1974.

The survey, which was continuous over the whole of 1975, covered 7,203 households containing 20,254 people.

The full report, which will contain further analyses of results for particular groupings of households by composition income, age and occupation of head of household, and type of administrative area to new definitions, will be published later in the year.

Other articles in the journal discuss the effect of new controls for private employment services; applications to industrial tribunals, for unfair dismissals in 1975, and industrial disputes in 1975.

The *Gazette* also contains an analysis of unemployment and vacancies by occupation and region in the UK, and by occupation in Great Britain. The recently introduced feature 'Questions in Parliament' covers many subjects ranging from the pay policy to unemployment.

The *Department of Employment Gazette*, published monthly price 90p, is available from HMSO and Government bookshops in London, Belfast, Edinburgh, Cardiff, Manchester, Birmingham and Bristol, or through booksellers. The annual subscription in £13.02 inclusive of postage.

Average weekly expenditure per household

	1975		1974		1973	
	£	% of total	£	% of total	£	% of total
Food (including meals bought away from home)	13.52	24.8	11.29	24.5	9.63	24.4
Transport and vehicles	7.54	13.8	6.19	13.4	5.37	13.6
Housing	7.16	13.1	6.36	13.8	5.31	13.5
Services, such as entertainment, postal and telephone charges, holiday expenses, subscriptions, cash gifts and legal and other professional fees	5.39	9.9	4.44	9.6	4.02	10.2
Clothing and footwear	4.75	8.7	4.19	9.1	3.48	8.8
Goods not included under other headings	4.14	7.6	3.53	7.7	2.85	7.2
Durable household goods	4.03	7.4	3.62	7.8	3.09	7.9
Fuel, light and power	2.99	5.5	2.42	5.2	2.17	5.5
Alcoholic drink	2.81	5.1	2.21	4.8	1.85	4.7
Tobacco	1.95	3.6	1.66	3.6	1.47	3.7
Miscellaneous	0.31	0.5	0.22	0.5	0.20	0.5
Total	54.58	100.0	46.13	100.0	39.43	100.0

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Capital expenditure of the manufacturing, distributive and service industries in the first quarter of 1976

Manufacturing industry

The provisional estimate of capital expenditure by manufacturing industry in the first quarter of 1976 is now confirmed at £433 million, at 1970 prices, seasonally adjusted, 2 per cent more than in the fourth quarter of 1975.

Manufacturing investment in the first quarter of 1976 was about 4 per cent below the quarterly average for 1975, with the textiles, leather and clothing, the engineering and the residual other manufacturing industry groups showing the steepest falls. Only the coal and petroleum products and the metal manufacturing industries invested more in the first quarter than their quarterly average for last year. By asset, manufacturing industry's investment in new building was 10 per cent down and in plant and machinery 4 per cent down, while spending on vehicles increased by 4 per cent compared with the quarterly average for 1975.

Distributive and service industries (excluding shipping).

Revised estimates indicate that the capital expenditure of the distributive and service industries (excluding shipping) was £407 million at 1970 prices, seasonally adjusted, in the first quarter of 1976 – about 3 per cent below the level of the previous quarter and close to the provisional estimate.

Compared with the quarterly average in 1975, investment in the first quarter was 5 per cent lower; there were reductions of 8 per cent in new building work and 7 per cent in plant and machinery, partly offset by an increase of 6 per cent in spending on vehicles. In the classification according to industry groups, investment by the wholesale sector was 5 per cent below the 1975 average and by the residual group of industries 8 per cent below; investment by the retail sector rose 3 per cent.

Shipping industry

This series tends to show a good deal of fluctuation from one quarter to another, but the revised estimate for the first quarter (£55 million, at 1970 prices, seasonally adjusted) is much the same as that for the previous quarter. Investment in the first quarter was 35 per cent below the average quarterly level in 1975.

Note

The estimation of changes in the volume of capital expenditure (as distinct from changes at current prices) is subject to greater error when price rises are larger, and this should be borne in mind in using the figures.

TABLE 1 Fixed capital expenditure at 1970 prices seasonally adjusted of manufacturing, distributive and service industries

£ million

Period	Total	Analysis by industrial sectors: Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1960	2,582	1,436	955	192	765	517	1,300
1961	2,934	1,706	1,075	153	906	490	1,538
1962	2,778	1,575	1,075	129	909	438	1,432
1963	2,633	1,381	1,146	106	812	466	1,355
1964	3,062	1,561	1,344	157	922	590	1,550
1965	3,224	1,726	1,372	126	975	565	1,684
1966	3,228	1,774	1,334	120	938	556	1,733
1967	3,314	1,738	1,407	170	939	603	1,772
1968	3,703 (3,615)*	1,851 (1,800)*	1,561 (1,544)*	290 (260)*	963	759 (729)*	1,980 (1,922)*
1969	3,860 (3,948)*	1,978 (2,029)*	1,650 (1,657)*	233 (263)*	1,044	724 (754)*	2,092 (2,160)*
1970	4,220	2,130	1,726	364	1,064	852	2,305
1971	4,156	1,991	1,801	364	1,112	820	2,223
1972	4,176	1,738	1,956	482	1,038	1,001	2,136
1973	4,476	1,864	2,114	498	1,076	1,077	2,323
1974	4,455	2,087	1,959	409	1,103	957	2,395
1975	3,863	1,809	1,716	338	970	757	2,136
1970 1st quarter	1,012	513	420	79	256	202	555
2nd quarter	1,063	535	435	93	266	219	579
3rd quarter	1,057	537	431	89	265	211	581
4th quarter	1,088	546	440	102	277	221	591
1971 1st quarter	1,020	513	437	71	275	183	562
2nd quarter	1,050	499	447	104	276	222	552
3rd quarter	1,058	497	460	101	280	214	564
4th quarter	1,028	482	457	88	281	201	546
1972 1st quarter	1,029	459	463	107	260	226	543
2nd quarter	1,047	429	491	128	260	254	532
3rd quarter	1,025	423	491	111	254	246	526
4th quarter	1,074	428	510	136	264	275	535
1973 1st quarter	1,138	458	526	154	269	296	573
2nd quarter	1,057	443	515	99	267	237	554
3rd quarter	1,115	488	528	99	280	246	589
4th quarter	1,166	476	545	146	261	297	608
1974 1st quarter	1,101	519	511	72	284	212	605
2nd quarter	1,086	513	487	86	271	222	592
3rd quarter	1,135	516	485	135	275	271	590
4th quarter	1,132	539	476	117	273	252	608
1975 1st quarter	1,022	493	433	97	264	210	549
2nd quarter	977	457	432	88	248	190	540
3rd quarter	961	434	432	95	237	193	531
4th quarter	903	424	420	59	222	164	516
1976 1st quarter	894	433	407	55	221	166	508

The figures given above cover a wide sector of the economy, accounting – after exclusion of dwellings – for some 55 per cent of all UK gross domestic fixed capital formation in 1974. The scope of manufacturing industry and the distributive and service industries is defined in the notes at the end of the article, and falls very largely in the private sector of the economy, although some public sector elements are included as appropriate (notably the British Steel Corporation, in manufacturing industry). Exploration and development work in the North Sea (Order II) is excluded.

* After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on 31 December 1968: estimated at £51 million for manufacturing industry, £7 million for distributive and service industries, and £30 million for shipping. The estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

TABLE 2 Fixed capital expenditure of manufacturing industry at 1970 prices seasonally adjusted

£ million

Period	Total all manufacturing industries	Analysis by industry group: Food, drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1960	1,436.0	176.7	40.3	181.6	266.7	292.6	144.4	115.7	90.2	127.8	336.4	81.7	1,017.9
1961	1,705.9	185.5	43.0	221.5	359.1	321.8	193.9	141.6	100.3	139.2	416.2	76.2	1,213.5
1962	1,575.1	188.0	32.1	219.7	315.7	279.3	179.3	121.5	100.8	138.7	387.9	67.3	1,119.9
1963	1,381.2	189.6	41.6	172.7	186.3	277.9	168.2	111.3	100.2	133.4	299.9	81.2	1,000.1
1964	1,560.8	213.5	47.4	214.8	156.2	331.8	162.1	150.9	115.5	168.6	342.4	97.7	1,120.7
1965	1,726.0	215.1	47.5	274.0	150.6	354.8	181.0	173.3	127.0	202.7	384.0	102.2	1,239.8
1966	1,773.7	203.3	78.1	304.8	151.5	361.6	193.2	164.3	111.1	205.8	363.4	98.3	1,312.0
1967	1,737.7	236.5	123.7	256.1	155.4	353.2	194.6	133.0	109.0	176.2	319.6	99.5	1,318.6
1968	1,851.2 (1,800.2)*	247.1	127.7	256.0	145.8	392.2	172.2	176.7	112.2	221.3	335.9	109.2	1,406.1 (1,355.1)*
1969	1,977.5 (2,028.5)*	238.8	102.9	296.4	167.9	394.0	208.7	189.4	121.3	258.1	390.1	115.9	1,471.5 (1,522.5)*
1970	2,129.8	246.4	82.8	382.3	256.4	422.3	233.4	170.9	134.2	201.1	391.2	114.7	1,623.9
1971	1,990.7	248.6	118.5	333.9	296.3	373.3	149.2	144.4	110.8	215.7	357.1	113.4	1,520.2
1972	1,737.5	259.1	101.7	240.5	254.5	343.2	96.9	119.9	102.2	219.5	306.3	121.2	1,310.0
1973	1,864.4	286.0	41.2	193.3	212.5	428.3	142.6	178.8	124.2	257.5	322.0	133.8	1,408.6
1974	2,087.1	294.5	44.6	241.2	255.5	476.4	161.2	198.3	152.7	262.7	360.8	144.4	1,581.9
1975	1,809.1	223.6	51.2	300.9	286.9	367.8	130.3	131.5	129.0	187.9	306.7	108.6	1,393.8
1970 1st quarter	512.5	60.9	19.1	92.3	48.9	104.4	56.1	43.8	35.8	51.2	93.9	29.5	389.1
2nd quarter	534.6	65.8	21.2	93.9	58.7	106.2	59.4	44.9	33.7	50.8	99.1	29.1	406.4
3rd quarter	536.6	56.2	24.2	96.7	63.6	107.2	62.5	44.5	32.3	49.4	98.0	29.0	409.6
4th quarter	546.1	63.5	18.3	99.4	85.2	104.5	55.4	37.7	32.4	49.7	100.2	27.1	418.8
1971 1st quarter	512.8	62.2	25.5	88.7	73.0	103.2	40.3	40.8	27.8	51.3	91.1	28.0	393.7
2nd quarter	498.5	61.5	26.1	78.5	71.4	96.4	40.8	39.4	29.2	55.2	89.7	29.0	379.8
3rd quarter	497.1	62.2	31.8	84.8	77.0	89.9	36.5	32.2	27.3	55.4	87.0	27.2	382.9
4th quarter	482.3	62.7	35.1	81.9	74.9	83.8	31.6	32.0	26.5	53.8	89.3	29.2	363.8
1972 1st quarter	458.5	59.9	30.8	69.7	84.5	82.5	25.8	25.8	22.2	57.3	81.0	27.5	350.0
2nd quarter	428.6	63.2	27.0	62.8	62.3	80.8	22.7	30.1	25.5	54.2	77.7	28.9	322.0
3rd quarter	422.8	67.2	22.7	57.4	53.2	88.0	22.9	30.4	26.8	54.2	76.2	31.4	315.2
4th quarter	427.6	68.8	21.2	50.6	54.5	91.9	25.5	33.6	27.7	53.8	71.4	33.4	322.8
1973 1st quarter	457.8	74.1	18.8	49.9	58.8	97.1	32.0	39.2	30.3	57.6	73.9	33.3	350.6
2nd quarter	442.9	63.5	18.6	49.1	39.8	105.7	33.3	39.9	30.2	62.8	75.3	31.3	336.3
3rd quarter	487.6	71.5	14.2	47.4	58.9	110.7	37.7	48.7	31.6	66.9	86.8	34.3	366.5
4th quarter	476.1	76.9	−10.4	46.9	55.0	114.8	39.6	51.0	32.1	70.2	86.0	34.9	355.2
1974 1st quarter	519.1	77.8	9.4	53.9	56.0	122.3	41.7	50.5	35.3	72.2	90.7	35.7	392.7
2nd quarter	513.1	75.8	9.5	55.4	61.9	115.9	40.3	49.5	38.2	66.6	86.8	36.0	390.3
3rd quarter	515.7	72.6	11.8	60.6	59.2	119.0	39.9	50.9	38.4	63.3	88.5	36.9	390.3
4th quarter	539.2	68.3	13.9	71.3	78.4	119.2	39.3	47.4	40.8	60.6	94.8	35.8	408.6
1975 1st quarter	493.3	65.1	12.1	76.4	70.8	104.5	37.1	38.3	35.5	53.5	88.2	29.2	375.9
2nd quarter	457.3	57.0	13.5	76.0	69.6	94.4	33.8	32.7	31.2	49.1	78.6	25.8	352.9
3rd quarter	434.2	48.7	15.1	79.2	71.7	85.6	28.4	31.1	32.8	41.6	73.9	26.4	333.9
4th quarter	424.3	52.8	10.5	69.3	75.8	83.3	31.0	29.4	29.5	43.7	66.0	27.2	331.1
1976 1st quarter	432.6	53.7	13.3	71.1	83.6	80.5	30.7	27.1	30.9	41.7	69.1	28.3	335.2

The main revision to Q4 1973 is due to a disposal of plant to a leasing company. A corresponding addition has been made to the 'Other Industries' figures in Table 3.

TABLE 3 Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1970 prices seasonally adjusted

£ million

Period	Total	Analysis by industry group: Wholesale distribution	Retail distribution	Other industries	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1960	955	127	211	617	428	245	282
1961	1,075	136	235	705	490	261	324
1962	1,075	129	226	720	519	244	312
1963	1,146	140	242	765	510	282	355
1964	1,344	164	273	907	578	337	429
1965	1,372	163	255	953	586	342	444
1966	1,334	147	231	956	570	342	421
1967	1,407	170	225	1,012	616	338	453
1968	1,561 (1,554)*	166	283	1,112 (1,105)*	624	368	570 (563)*
1969	1,650 (1,657)*	160	295	1,195 (1,202)*	650	385	615 (622)*
1970	1,726	176	299	1,252	667	387	673
1971	1,801	185	334	1,283	753	355	694
1972	1,956	198	400	1,358	729	421	806
1973	2,114	197	442	1,475	753	454	907
1974	1,959	174	401	1,384	739	410	810
1975	1,716	130	373	1,213	662	316	739
1970 1st quarter	420	43	76	301	161	95	165
2nd quarter	435	47	74	315	164	99	171
3rd quarter	431	46	75	310	166	96	169
4th quarter	440	40	74	326	176	96	168
1971 1st quarter	437	44	81	312	183	87	167
2nd quarter	447	47	86	314	185	92	169
3rd quarter	460	47	85	328	193	89	178
4th quarter	457	47	81	329	192	86	179
1972 1st quarter	463	49	91	324	177	99	187
2nd quarter	491	50	96	345	183	104	205
3rd quarter	491	47	104	341	177	107	207
4th quarter	510	53	110	348	193	111	207
1973 1st quarter	526	51	104	371	195	113	219
2nd quarter	515	50	113	353	191	107	217
3rd quarter	528	48	115	365	192	116	220
4th quarter	545	48	110	387	174	119	251
1974 1st quarter	511	46	101	364	193	107	211
2nd quarter	487	43	96	348	184	102	201
3rd quarter	485	46	96	344	185	101	199
4th quarter	476	39	108	329	177	101	199
1975 1st quarter	433	35	87	311	175	86	172
2nd quarter	432	34	95	303	168	77	187
3rd quarter	432	32	95	305	162	73	196
4th quarter	420	29	96	294	156	80	184
1976 1st quarter	407	31	96	280	152	84	172

The main revision to Q4 1973 is due to an acquisition of plant from a manufacturing company. A corresponding reduction has been made to Table 2.

Fixed capital expenditure at 1970 prices seasonally adjusted

TABLE 4 Fixed capital expenditure at current prices of manufacturing, distributive and service industries

£ million

Period		Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960		1,912	1,021	728	162
1961		2,213	1,248	833	132
1962		2,148	1,182	859	107
1963		2,094	1,068	942	84
1964		2,477	1,232	1,122	123
1965		2,694	1,423	1,171	100
1966		2,787	1,517	1,172	99
1967		2,861	1,485	1,236	140
1968		3,304	1,639	1,418	247
1969		3,597	1,822	1,558	217
1970		4,220	2,130	1,726	364
1971		4,513	2,187	1,942	384
1972		4,836	2,042	2,241	553
1973		5,772	2,428	2,709	635
1974		6,800	3,242	2,956	603
1975		7,336	3,591	3,184	560
1970	1st quarter	939	465	404	71
	2nd quarter	1,033	511	427	95
	3rd quarter	1,043	546	420	77
	4th quarter	1,205	608	476	122
1971	1st quarter	1,044	523	457	65
	2nd quarter	1,098	519	471	108
	3rd quarter	1,136	560	483	93
	4th quarter	1,234	585	532	118
1972	1st quarter	1,132	512	515	105
	2nd quarter	1,166	476	550	140
	3rd quarter	1,161	503	546	111
	4th quarter	1,378	551	630	197
1973	1st quarter	1,383	565	653	166
	2nd quarter	1,296	536	642	118
	3rd quarter	1,401	636	656	109
	4th quarter	1,692	692	758	242
1974	1st quarter	1,526	722	714	90
	2nd quarter	1,543	723	702	118
	3rd quarter	1,722	821	726	174
	4th quarter	2,010	975	814	221
1975	1st quarter	1,770	877	754	139
	2nd quarter	1,750	844	769	137
	3rd quarter	1,830	892	792	146
	4th quarter	1,986	979	870	137
1976	1st quarter	1,901	969	840	92

NOTES TO TABLES

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

Manufacturing Orders III to XIX
Distributive Trades Order XXIII
Wholesale MLH 810, 811, 812, 831 832 (except leasing by Finance Houses and similar businesses)
Retail MLH 820, 821
Other Industries Order XX (Construction): XXII (Transport and Communication) excluding 701 – Railways, 706 – Port and Inland Water Transport, 707 – Air Transport and 708 – Postal Services and Telecommunications: XXIV (Insurance, Banking, Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXVI (Miscellaneous Services).

SIC Orders I (Agriculture, Forestry and Fishing), II (Mining and Quarrying), XXI (Gas, Electricity and Water), and XXVII (Public Administration and Defence) are completely excluded.

The estimates, with the exception of those for manufacturing industry in Table 2, are shown to the nearest £m but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments. Also, there may be an apparent discrepancy between the total and the sum of the consituent parts due to rounding.

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Manufacturers' and distributors' stocks in the first quarter of 1976

Manufacturing industry

Revised figures indicate that there was a rise of about £15 million in manufacturers' stocks at 1970 prices, seasonally adjusted, in the first quarter of 1976. A small fall had been provisionally estimated for this period.

Work in progress and stocks of finished goods increased during the quarter and more than offset the large fall in stocks of materials and fuel. Stocks of materials and fuel have fallen continuously since the beginning of 1975.

The food, drink and tobacco industry group was the only one to show a major fall in stocks, whilst the chemicals, the engineering, shipbuilding and vehicles, and the textiles groups all had moderate rises.

The stocks/output ratio has been revised and is now estimated to ave been 105.6 at the end of March.

Distributive industries

Revised estimates indicate that wholesalers' stocks increased by £15 million at 1970 prices, seasonally adjusted, in the first quarter of 1976, which is close to the provisional estimate.

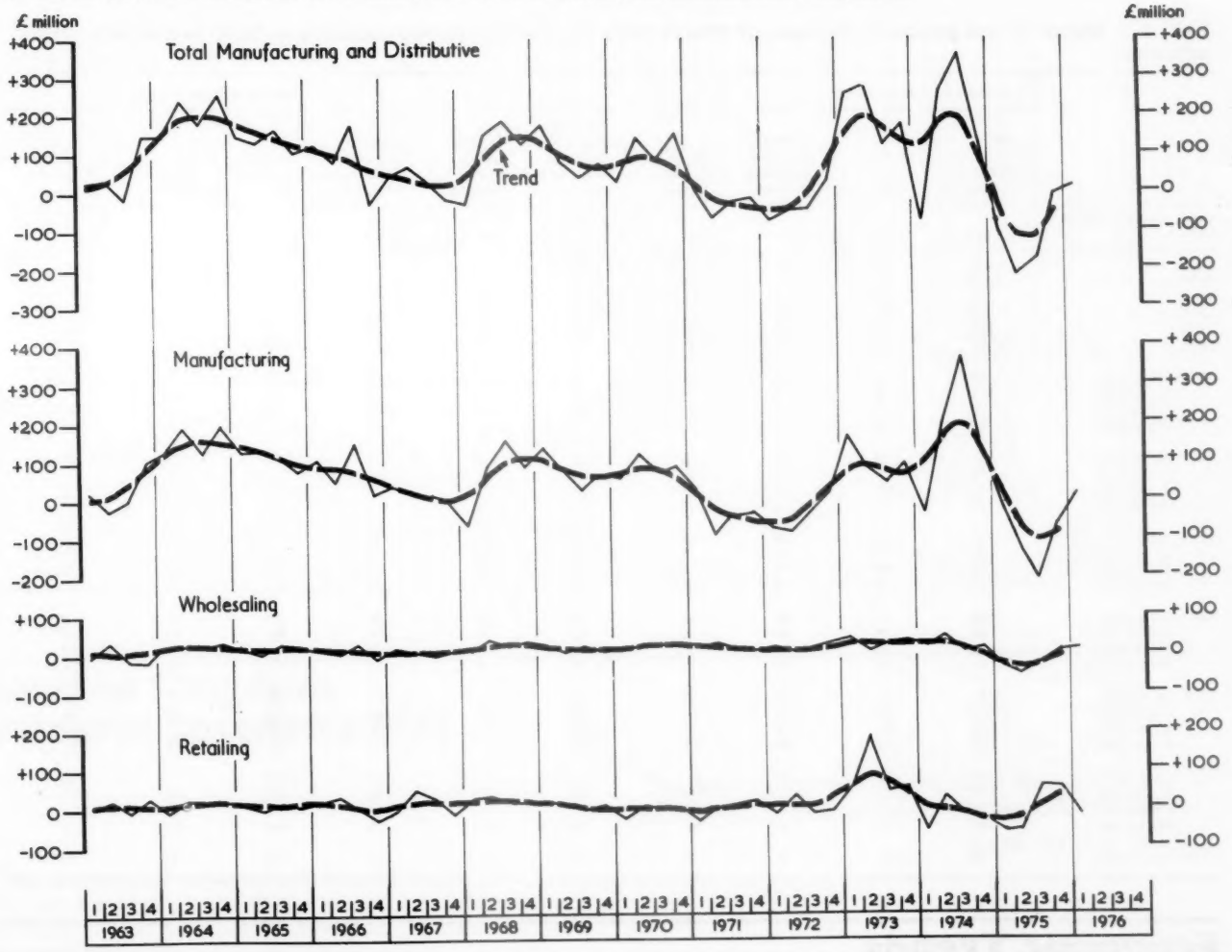
There was a large rise in stocks held by dealers in coal, builders' materials etc and a smaller one by general wholesale distributors; these were partly offset by a fall in stocks held by dealers in industrial materials and machinery.

Retailers' stocks fell by about £20 million at 1970 prices, seasonally adjusted, in the first quarter of 1976.

Note

The estimation of physical change in stock is subject to greater error when price increases are larger, and this should be borne in mind in using the figures.

Value of physical increase in industry's stocks at 1970 prices seasonally adjusted



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A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

TABLE 1 Value of physical increase in industry's stocks at 1970 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1975	14,091	10,368	1,807	1,916
1970	363	325	68	−30
1971	−106	−148	52	−10
1972	−138	−175	48	−11
1973	832	396	102	334
1974	679	666	81	−68
1975	−491	−386	−111	6
1970 1st quarter	29	54	5	−30
2nd quarter	141	119	18	4
3rd quarter	83	70	16	−3
4th quarter	110	82	29	−1
1971 1st quarter	8	26	14	−32
2nd quarter	−69	−95	26	—
3rd quarter	−26	−42	9	8
4th quarter	−19	−36	3	14

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1975	14,091	10,368	1,807	1,916
1972 1st quarter	−73	−72	17	−18
2nd quarter	−47	−81	1	33
3rd quarter	−45	−35	6	−16
4th quarter	27	13	24	−10
1973 1st quarter	254	166	37	51
2nd quarter	277	88	3	185
3rd quarter	123	46	29	47
4th quarter	179	96	32	51
1974 1st quarter	−72	−31	18	−59
2nd quarter	261	191	43	27
3rd quarter	357	368	3	−14
4th quarter	134	139	17	−22
1975 1st quarter	−92	−4	−31	−57
2nd quarter	−219	−112	−54	−52
3rd quarter	−173	−204	−29	60
4th quarter	−7	−66	4	55
1976 1st quarter r	14	16	15	−17

TABLE 2 Value of the physical increase of stocks held by manufacturing industry at 1970 prices seasonally adjusted

£ million

	Analysis by industry group							Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles, leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1975	10,368	1,329	1,093	836	5,177	885	1,048	3,573	3,971	2,824
1970	325	11	43	50	222	1	−1	113	122	90
1971	−148	11	17	5	−164	−14	−3	−146	−98	96
1972	−175	18	5	−44	−118	−52	17	−42	3	−136
1973	396	69	80	−13	224	13	22	243	246	−93
1974	666	78	172	26	265	46	80	278	106	283
1975	−386	−92	−47	46	−128	−33	−132	−352	−132	99
1970 1st quarter	54	6	19	−5	16	9	9	13	2	39
2nd quarter	119	6	4	17	96	1	−6	56	63	1
3rd quarter	70	4	12	15	43	—	−5	35	12	23
4th quarter	82	−6	8	23	67	−10	1	10	45	27
1971 1st quarter	26	8	−5	39	−27	8	4	−23	−22	71
2nd quarter	−95	−7	15	−28	−39	−32	−4	−48	−59	12
3rd quarter	−42	−10	−2	−8	−24	6	−4	−40	−9	6
4th quarter	−36	21	9	2	−74	4	1	−35	−8	7
1972 1st quarter	−72	7	14	−43	−23	−13	−15	−20	3	−55
2nd quarter	−81	11	−21	4	−72	−13	11	−56	16	−41
3rd quarter	−35	−4	7	−5	−20	−16	4	7	−15	−27
4th quarter	13	5	5	−1	−3	−11	18	27	−1	−13
1973 1st quarter	166	2	16	39	78	−5	35	60	97	9
2nd quarter	88	16	30	−5	53	5	−11	68	52	−33
3rd quarter	46	30	16	−17	18	5	−5	37	51	−42
4th quarter	96	22	18	−30	76	9	3	78	46	−28
1974 1st quarter	−31	22	39	−39	−26	−1	−27	49	−12	−68
2nd quarter	191	18	38	—	58	28	49	58	27	105
3rd quarter	368	56	74	36	129	27	46	143	67	158
4th quarter	139	−18	20	29	103	−8	12	28	24	87
1975 1st quarter	−4	−18	−18	71	−3	—	−36	−133	9	120
2nd quarter	−112	−60	−23	16	10	−18	−36	−55	−44	−13
3rd quarter	−204	−8	−32	−31	−81	−12	−42	−121	−66	−17
4th quarter	−66	−6	26	−10	−54	−3	−19	−44	−31	9
1976 1st quarter r	16	−31	15	2	26	15	−10	−70	35	51

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TABLE 3 Value of the physical increase of stocks held by wholesalers at 1970 prices seasonally adjusted £ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1975	1,807	1,040	147	620
1970	68	15	—	53
1971	52	41	−3	14
1972	48	41	11	−3
1973	102	127	−1	−24
1974	81	6	—	75
1975	−111	−142	−13	44
1970 1st quarter	5	−3	1	6
2nd quarter	18	10	−3	11
3rd quarter	16	−4	−2	21
4th quarter	29	11	4	14
1971 1st quarter	14	3	1	11
2nd quarter	26	20	1	5
3rd quarter	9	12	—	−3
4th quarter	3	6	−4	2
1972 1st quarter	17	2	1	14
2nd quarter	1	4	2	−5
3rd quarter	6	22	2	−18
4th quarter	24	13	7	5
1973 1st quarter	37	37	−1	1
2nd quarter	3	13	3	−13
3rd quarter	29	41	1	−13
4th quarter	32	36	−4	—
1974 1st quarter	18	19	6	−7
2nd quarter	43	21	1	22
3rd quarter	3	−22	−4	29
4th quarter	17	−12	−2	31
1975 1st quarter	−31	−52	12	9
2nd quarter	−54	−52	−11	9
3rd quarter	−29	−26	−6	4
4th quarter	4	−12	−7	23
1976 1st quarter r	15	7	28	−19

TABLE 4 Increase in the book value of manufacturers' and distributors' stocks £ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1975	28,200	21,132	3,629	3,439
1970	1,301	1,038	162	101
1971	761	471	160	130
1972	900	579	217	104
1973	3,348	2,318	593	437
1974	6,307	5,059	779	469
1975	3,291	2,510	212	569
1970 1st quarter	323	288	16	18
2nd quarter	351	293	26	33
3rd quarter	266	174	78	14
4th quarter	362	284	43	36
1971 1st quarter	258	211	29	19
2nd quarter	293	180	60	53
3rd quarter	111	28	70	12
4th quarter	99	53	—	46
1972 1st quarter	76	50	5	22
2nd quarter	185	103	25	57
3rd quarter	239	138	106	−5
4th quarter	400	288	82	30
1973 1st quarter	588	425	71	92
2nd quarter	663	490	88	85
3rd quarter	943	600	239	104
4th quarter	1,154	804	194	156
1974 1st quarter	1,761	1,487	204	70
2nd quarter	1,845	1,428	224	193
3rd quarter	1,526	1,240	199	87
4th quarter	1,175	904	152	119
1975 1st quarter	956	886	−16	86
2nd quarter	636	587	−20	68
3rd quarter	573	262	124	187
4th quarter	1,127	775	123	228
1976 1st quarter r	981	811	110	61

Book Values exclude VAT. Purchase Tax payable on retailer's stock prior to the second quarter of 1973.

Notes relating to Tables 1 to 4

The analysis by industry group follows the Standard Industrial Classification (1968 edition).
Manufacturing Orders III to XIX.
Distributive Trades Order XXII:
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses)
Retail MLH 820, 821

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.

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TABLE 5 The relationship of manufacturers' stocks to manufacturing production

Index numbers – 4th quarter 1969 = 100
Seasonally adjusted

	Stock levels at 1970 prices	Production (with 1970 net output weight)	Ratio of stocks to production
1966 Q1	91	90	100.9
2	92	90	101.9
3	93	90	103.1
4	93	87	106.7
1967 Q1	94	89	105.4
2	94	90	104.6
3	94	90	104.5
4	94	92	102.6
1968 Q1	93	94	98.8
2	94	96	98.4
3	96	96	99.5
4	97	97	99.8
1969 Q1	98	98	100.0
2	99	100	98.7
3	99	100	99.5
4	100	100	100.0
1970 Q1	101	100	101.1
2	102	100	102.0
3	103	101	101.7
4	103	101	102.2
1971 Q1	104	100	104.0
2	103	100	102.2
3	102	101	101.7
4	102	99	102.7
1972 Q1	101	98	102.9
2	100	102	98.1
3	100	103	96.6
4	100	107	93.6
1973 Q1	102	111	91.7
2	103	111	92.8
3	103	112	92.2
4	104	111	93.4
1974 Q1	104	107	97.1
2	106	110	96.5
3	110	110	99.7
4	111	106	104.8
1975 Q1	111	106	104.3
2	110	100	109.5
3	108	100	107.5
4	107	100	106.9
1976 Q1	107	102	105.6

1 The index numbers of the level of stocks relate to the end of each quarter: the index of production refers to production during the quarter.

2 The 1970 index of production has been rebased on the fourth quarter of 1969 for the purpose of this table.

3 The index numbers of the stocks production ratio are calculated from unrounded estimates of the data in the previous two columns.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday 2 July 1976.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Review No. 11 (29th Year)	BRE 38674/4/7/81	10	29 June	Data Film Distributors Ltd.	The National Coal Board
Wurzelfield	BRE 38675/4/7/81	29	29 June	Fox-Rank Distributors Ltd.	G & M Productions
Bugsy Malone	BR/E 38678/4/7/81	93	2 July	Fox-Rank Distributors Ltd.	Bugsy Malone Productions Ltd.
Movietone News 2456	BR/E 38622/4/7/81	8	2 July	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
The Missouri Breaks	F 38673	126	28 June	United Artists Corporation Ltd.	The E.K. Corporation, California
Fighting Mad	F 38676	88	28 June	Fox-Rank Distributors Ltd.	Twentieth Century-Fox Film Corporation, California
Bed Hostesses	F 38677	63	29 June	Miracle Films Ltd.	Elite Films A. G., Zurich

Correction to the Register:
The registration number of the film 'The Boat' registered on 4 June 1976 has been corrected to BR/E 38656/6/6/81.

Retail sales in May

Volume

The final seasonally adjusted index of the volume of retail sales in May is 105.7 (1971 = 100), close to the provisional estimate of 105½.

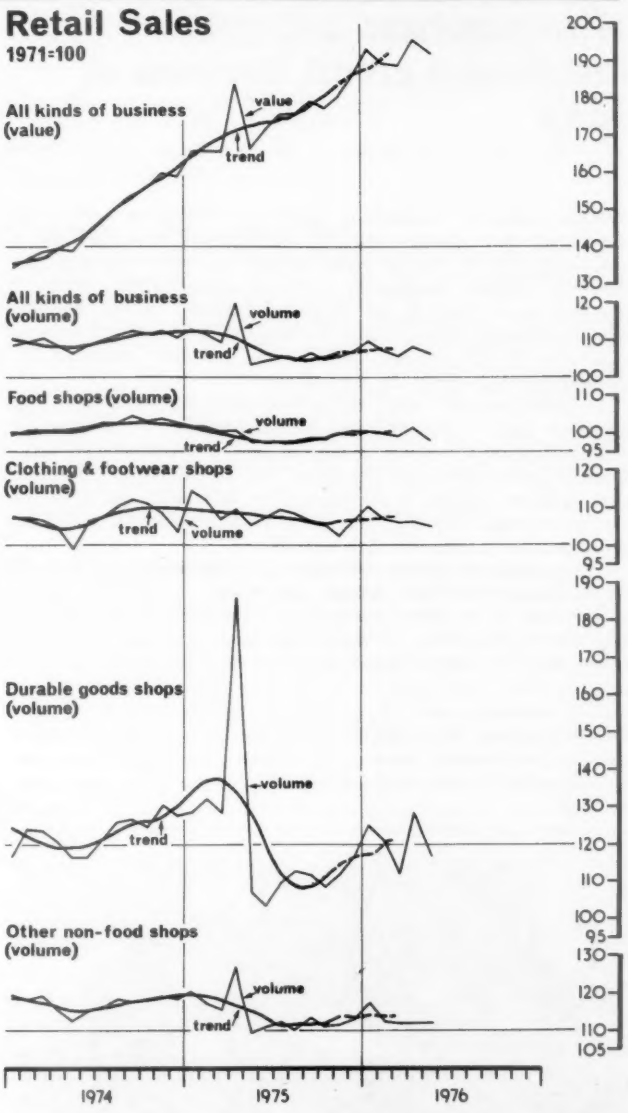
The volume of trade, which had increased in April probably reflecting the effects of the Budget measures, declined to about the March level. Sales by durable goods shops, which had risen sharply in April, fell back to about the level of the first quarter. Sales by food shops also increased in April and then declined in May.

In the latest three months, March to May, the volume of sales was about 1½ per cent lower than in the previous three months when trade was increased by comparatively buoyant 'sales' and the easing of certain restrictions on credit in the middle of December.

For the main components of total trade, sales by food shops were marginally lower between these periods. Sales by clothing and footwear shops, durable goods shops and 'other non-food' shops, which include department stores and mail-order businesses, all fell by between 1 and 2 per cent.

Value

Based on non-seasonally adjusted data, the value of total retail sales in May was 16 per cent higher than in May 1975. In the first five months of 1976, the average value of sales was 13 per cent higher than in the corresponding period of 1975.



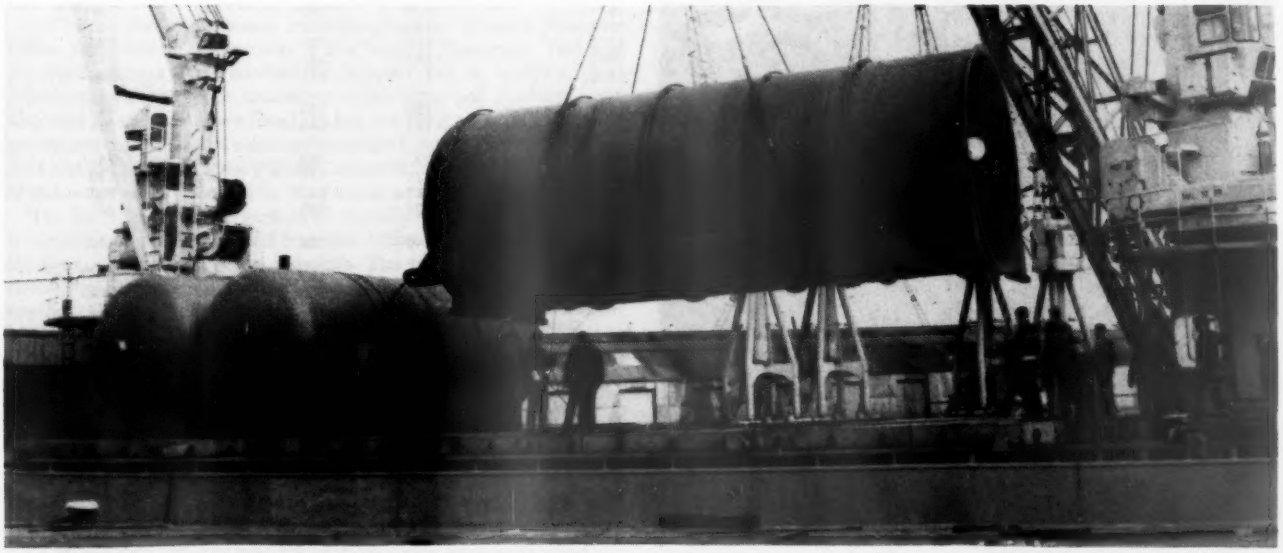
New companies registered in Northern Ireland during May

During May 1976, 37 private companies with a total nominal capital of £1,014,800 were incorporated. One public company and 1 private company without a share capital were incorporated in the same month.

During the period January-May, 230 companies with a total nominal capital of £6,689,700 were incorporated as compared with 196 companies with a total nominal capital of £5,152,896 in the same period in 1975.

Official reserves in June

The UK official reserves fell by $111 million (£62m) during June, following accruals of foreign currency borrowing by the public sector under the exchange cover scheme of $395 million (£220m) and servicing of long-term debt of $29 million (£16m). At the end of June they stood at $5,312 million (£2,976m).



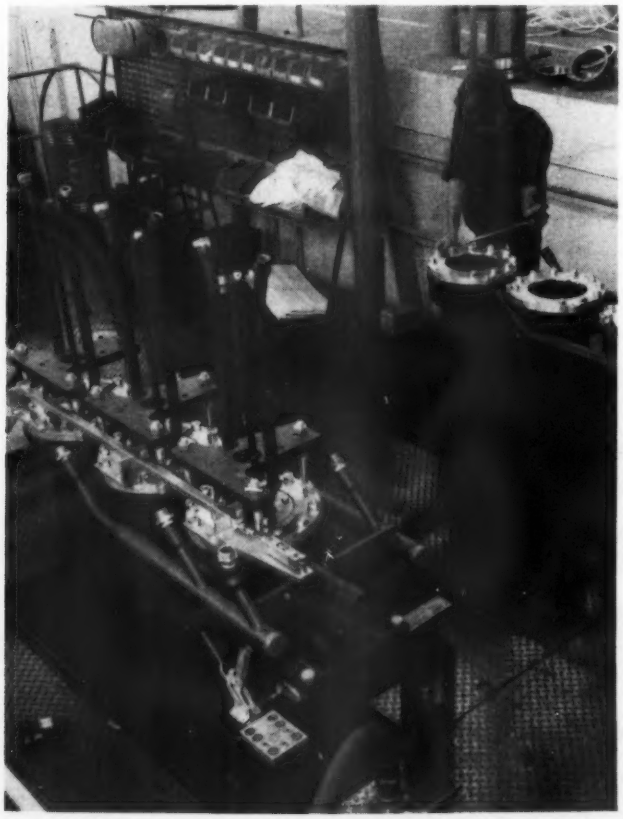
A 45-ton caustic settler is loaded aboard the *Baltic Valiant* at Hull on its way to Leningrad – one of four hefty process plant vessels in the shipment. The vessels were the largest of 46 of various types and sizes built by Robert Jenkins and Co., Rotherham. Pumps, valves, compressors, heat exchangers, instrument panels, electrical equipment, and piping along with more than 30 containers of clay and several containers of charcoal were also among cargoes making up some 20 shipments in all, which were arranged through Alltransport International Group with the Anglo-Soviet Shipping Co. The plant, being supplied through UOP Processes International Inc., London, to the USSR through the Soviet agency Licensintorg, consists of three UOP Merox process units.

Hire purchase and other instalment credit business in May

Finance houses and retailers advanced £291 million in new instalment credit agreements in May, the same amount as in April and a little more than in the preceding months (seasonally adjusted). In the three months March-May advances totalled £862 million, 5 per cent more than in the December-February period. Finance houses advanced £374 million in the latest three months, 13 per cent more than in the previous three months. Retailers' advanced decreased slightly between the same periods.

The average weekly value of retailers' instalment credit sales was about the same in May as it had been in April and the average for March-May was also about the same as that for December-February. Durable goods shops' sales decreased very slightly between the two three-monthly periods; department stores' sales decreased by 9 per cent on average; and other instalment credit retailers (mainly mail order businesses) increased their sales slightly.

The amount outstanding to retailers on all instalment credit agreements changed very little during May. In the latest three months outstandings to retailers increased by £11 million following an increase of £35 million in the preceding three months. Amounts outstanding to finance houses increased by £27 million in May bringing their total increase in the March-May period to £51 million compared with a decrease of £3 million in the December-February period. At the end of May the total amount outstanding to retailers and finance houses on instalment credit agreements was £2,356 million (*not* seasonally adjusted), 3 per cent more than a year earlier.



Final assembly on an order for high pressure filtration equipment made by Alfa-Laval Co. Ltd., Cwmbran, Gwent, being manufactured for the Kawasaki steel plant at Chiba, Japan. The order, worth over £580,000, came as a result of the installation of a £500,000 high pressure filtration plant to solve the pollution problems at British Steel Corporation's Scunthorpe works.

TABLE 1 Hire-purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance houses†		Retailers‡	
	New credit extended	Change in debt	New credit extended	Change in debt	New credit extended	Change in debt
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1973	2,871	438	1,453	332	1,418	106
1974	2,517	−155	1,037	−160	1,480	5
1975	2,987	−10	1,201	−55	1,786	45
1974 3rd quarter	651	−22	269	−32	382	10
4th quarter	678	−24	277	−33	401	9
1975 1st quarter	711	−9	286	−11	425	2
2nd quarter	759	14	309	−11	450	25
3rd quarter	748	−5	303	−17	445	12
4th quarter	769	−10	303	−16	466	6
1976 1st quarter	838	35	343	2	495	33
1975 September	260	9	108	5	152	4
October	253	−13	100	−14	153	1
November	251	−3	94	−5	157	2
December	265	6	109	3	156	3
1976 January	282	13	111	−8	171	21
February	276	13	111	2	165	11
March	280	9	121	8	159	1
April	291 r	25 r	127	16	164 r	9 r
May	291	28	126	27	165	1
1975 Dec.-Feb. 1976	823	32	331	−3	492	35
1976 Mar.-May	862	62	374	51	488	11
Percentage increases	5		13		−1	
Debt outstanding at 31 December 1975 (unadjusted)	—	2,320	—	1,423	—	897

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
HP and other instalment credit sales in 1966§				
£ million	(862)	(327)	(46)	(489)
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1974	184	132	193	217
1975	217	161	231	254
1974 3rd quarter	190	138	207	223
4th quarter	199	148	213	231
1975 1st quarter	207	153	228	241
2nd quarter	220	174	223	250
3rd quarter	217	157	229	257
4th quarter	226	163	242	267
1976 1st quarter	240	189	262	272
1975 September*	222	157	239	264
October	224	156	242	267
November	229	161	244	273
December*	226	169	241	262
1976 January	250	204	270	278
February	240	187	257	274
March*	232	180	260	265
April	240 r	188 r	200	279 r
May	241	185	229	280
1975 Dec.-Feb. 1976 av.	237	185	255	271
1976 Mar.-May av.	238	184	232	274
Percentage increase	—	−1	−9	1

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by May 1976 sales was the four weeks from 2 May 1976 to 29 May 1976. The corresponding period in 1975 was from 4 May 1975 to 31 May 1975.

'Energy Trends' – small rise in energy consumption continues

Total inland energy consumption – on a primary fuel input basis – showed a 1.5 per cent increase during the three months February-April 1976, compared with the same period last year. Seasonally adjusted and temperature corrected, the increase was about one per cent.

These figures appear in this month's edition of *Energy Trends*, the Department of Energy's monthly statistical bulletin,

New peak of opencast coal production

Opencast coal production in May, measured at a weekly average rate was nearly 250,000 tons, the highest recorded in this decade.

Opencast production in the first five months of 1976 increased by more than 12 per cent compared with the same months of 1975.

Deep mined production in the first five months of the year fell by nearly 7 per cent and overall production was down by 4.6 per cent.

Coal stocks at power stations at the end of May stood at just over 17.5 million tons – 2.5 million tons more than at the same time last year.

Slow-down in gas growth rate

Gas sent out during the first five months of 1976 increased by 7.5 per cent compared with the same period a year ago, but the rate of growth slowed to 2.5 per cent in both April and May. The cut back in growth rate may be largely due to warmer weather this year.

Electricity – small reduction in coal burn

Power stations coal burn in the three months February-April 1976 fell by 1 per cent – the first drop since last October. Total electricity supplied in February-April this year was 0.7 per cent lower than in the same period a year ago.

Petroleum – refinery output rises

Refinery throughput and total output of petroleum products both increased by more than 7 per cent over corresponding 1975 levels in the three months February-April 1976.

Total deliveries of petroleum products used for energy purposes fell by about 3 per cent in the first quarter of 1976, compared with the same quarter last year. Deliveries to power stations and to gas works were down by 27 per cent and 54 per cent respectively. Deliveries to the iron and steel industry fell by 21 per cent.

During the same period, however, industry, other than iron and steel, together with the transport and domestic sectors, all registered increases over last year's levels – ranging from 4.3 per cent in the transport sector to 9.2 per cent in the domestic sector.

Electricity generated outside public supply system

The final table in this month's *Energy Trends* contains the latest available figures of electricity generated outside the public supply system in Great Britain. The figures relate to nearly all known firms generating one gigawatt or more of electrcitity per annum.

Digest of Energy Statistics 1976 card

This month's *Energy Trends* includes a copy of the pocket-sized card containing a selection of energy statistics covering the last ten years.

The figures will appear in the *Digest of United Kingdom Energy Statistics* 1976, to be published by the Department of Energy in August.

List of business addresses

The Business Statistics Office has now compiled a Classified List of Manufacturing Businesses which can be purchased by the public. The list sets out in alphabetical order within each Minimum List Heading in Orders III-XIX of the Standard Industrial Classification (Revised 1968) names and addresses of industrial units which have given consent for such information to be published.

Following the 1968 Census of Production, the Business Statistics Office published in 13 volumes a Directory of Businesses. This also provided address lists classified by industry but in addition gave information about other industries whose principal products were also sold by the businesses listed. It has not been possible to provide corresponding additional information in the Classified Lists now available but the List does meet a known demand for names and addresses of industrial units classified by their main activity.

The list is based on the register of manufacturing businesses which is maintained by the Business Statistics Office primarily as a mailing list for conducting statistical inquiries. The register is regularly updated with information obtained in statistical returns and from other sources such as Companies Registration Office and the Department of Employment. Since much of the information has been collected in statutory inquiries carried out under the Statistics of Trade Act, 1947, particulars of individual businesses cannot generally be disclosed without contravening the provisions of the Act unless written permission has been given. However, in each Annual Census of Production since 1970 contributors have been asked if they were willing to have the names and addresses of their businesses included in a classified list. The consents given have permitted the preparation of the current list which was assembled from information available at October 1975.

Inquiries conducted by the Business Statistics Office are usually addressed to the 'establishment', which is defined as the smallest unit which can provide the information normally required for an economic census, for example, employment, expenses, turnover and capital formation. In most cases the establishment coincides with the individual factory, plant or site – the 'local unit'. It may not, however, be possible for businesses which opreate at more than one site to provide the required information in respect of each address. Returns to the annual censuses may therefore cover activities at more than one local unit. The Classified List provides the name and address of each manufacturing local unit. All non-manufacturing units such as warehouses, garages or offices are omitted from the List; this means that the Head Office of a business may not be shown.

Classification to the appropriate Minimum List Heading is in the main based objectively on the value of sales of particular commodities reported quarterly by the establishments to the Business Statistics Office. Where a quarterly return relates to an establishment which covers more than one address, each local unit has been given the classification of the establishment as a whole, since no information on the pattern of sales of local units was available. In some cases classification of establishments was derived from other sources, principally from a statement of the nature of their activities given in the Annual Census of Employment.

The complete list contains approximately 24,500 business addresses and covers close to 60 per cent of the employment in the manufacturing sector. An estimate is given in each Minimum List Heading List of the employment covered by the units listed as a percentage of that for the Minimum List Heading as a whole.

The charge for a complete List is £100. Orders for the Classified List of Businesses should be addressed to: The Librarian, Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG. Lists for individual Minimum List Headings are also available; a price list for these will be provided on request to the Librarian. Further information about the Lists may be obtained from the above address, telephone Newport (0633) 56111, ext. 2751.

Arrangements can be made for the List to be supplied on magnetic tape in ICL 1900 format. For systems other than the ICL 1900 the purchaser would have to arrange the necessary conversion.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

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Air transport: trade by air (6M)	28 Nov. 1975
Balance of payments:	
current account (M)	18 June 1976
trends in invisible transactions	16 Apr. 1976
(*see also* Overseas trade of the UK)	
Bankruptcies *see* Insolvencies	
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	This week
By regions	28 May 1976
Catering trades turnover (M)	18 June 1976
Census of production (A)	2 Apr. 1976
Chemicals industry activity (Q)	2 July 1976
Companies:	
acquisitions and mergers (Q)	14 May 1976
Liquidations *see* Insolvencies	
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EEC economic indicators	2 July 1976
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Engineering industries: sales and orders (M)	25 June 1976
Film industry	
British Film Fund Agency returns (M)	4 June 1976
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Food:	
consumption levels (6M)	2 July 1976
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Footwear industry: production, orders and deliveries (M)	2 July 1976
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(*see also* Overseas trade of the UK)	
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British commercial representations overseas	16 Apr. 1976
Customs notices of interest to exporters	4 June 1976
ECGD local offices	2 July 1976
Guide to Departments	19 Mar. 1976
Official Receivers' offices	This week
Programme of trade promotions	30 Apr. 1976
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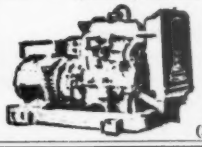

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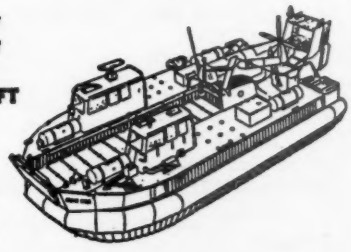

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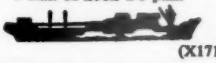

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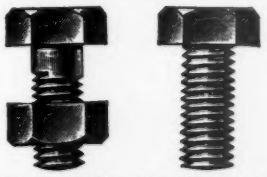

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